

City trembles at Labour advance

Major switches aim as polls boost Lib Dems

BY PHILIP WEBSTER AND JOHN BELL

JOHN Major switched his attack to the Liberal Democrats yesterday as campaign tactics shifted with an increased chance of a Labour win in next Thursday's election.

The change of target came as the City trembled at polls showing a clear Labour lead and increased backing for Paddy Ashdown, and wiped more than £11 billion off the value of shares.

The dramatic change of tactics was forced on Mr Major by the polls on Tuesday that showed Tory support dipping dangerously to the 35 per cent level, mainly to the benefit of the Liberal Democrats. With Labour holding steady above 40 per cent Mr Major's campaign team concluded speedily overnight that the seepage had to be halted before it was too late.

Last night, however, a Gallup poll showed the Tories with a 0.5 per cent lead over Labour, and an NOP poll gave Labour a 2 per cent lead. Both surveys showed a strong swing to the Liberal Demo-

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crats. The Gallup survey in *The Daily Telegraph* confirmed the recent jump in Liberal Democrat backing. They went up by four points to 20.5 per cent but appeared to have gained more at the expense of Labour than the Conservatives.

The poll put the Conservatives on 38 per cent, Labour 37.5 per cent and the Liberal Democrats 20.5 per cent in a survey involving 1,095 voters interviewed on Tuesday and yesterday. The NOP poll put Labour at 39 per cent, Tories at 37 and Liberal Democrats at 19.

With all three party leaders in action last night Mr Major urged voters not to let the Liberal Democrats be the "Trojan horse" to a Labour Britain. He bracketed the Liberal Democrats with Labour as a high taxation party that would destroy Britain's prospects of recovery.

A confident Neil Kinnock told a crowd of 10,000 at a presidential-style rally in Sheffield that Britain was only days away from a Labour government. "We will govern as we have campaigned — strongly, positively, looking to the future," he said. "The contrast with the Tories could not be more sharp. They are a spent force. They have no vitality and they are rapidly losing their integrity."

Mr Ashdown last night denied that a Liberal Democrat vote was a backdoor vote for Labour or the Tories while Mr Kinnock told people that the only way to get a change of government was to vote Labour.

"Your vote is not a protest vote," Mr Ashdown told a Cheltenham rally. "A vote for the Liberal Democrats is a principled positive vote which is why we are gaining ground each day goes by. Your vote is not a backdoor vote for Labour, or for the Tories. A vote for the Liberal Democrats in Cheltenham, in Hereford and in dozens of other constituencies up and down the country is a winning vote for the Liberal Democrats."

Mr Ashdown said: "The polls tell us that the Liberal Democrats have continued their rise in popularity. This morning Mr Major began his attack. No doubt the prime minister expects us to respond in kind. He may expect it, but I won't do it."

As the prospect of a Labour win shook the City, with the FTSE index opening 56 points down before recovering later in the day and sterling losing half a penny against the mark, Mr Major

delivered an impassioned appeal to defectors to return to the fold. There was no soft option, he said. Admitting for the first time the possibility of a Labour win he said: "Unless people vote directly for the Conservative candidate they will end up with a Labour government, whether they vote Labour or Liberal. That is the choice."

City analysts expected further sharp falls in share prices if Labour's commanding lead in the opinion polls is maintained in the last days before the election. More than £11 billion was removed from the combined value of shares traded in London as the market opened lower with investors forced to take seriously the prospect of a Labour government. Prominent among the losers were shares in the water industry, which Labour has said that it wishes to bring back under state control. Other shares likely to be affected by Labour policies were also weak, including BT, the electricity generating and distribution companies and shares privatised under the Conservatives.

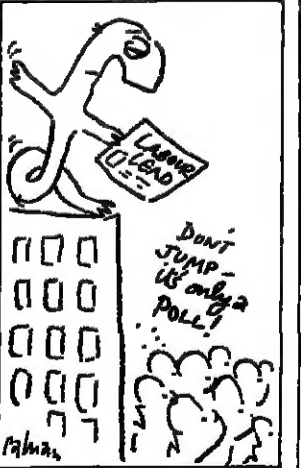
Against the background of continued sniping from senior Tories at the party's campaign strategy, Mr Major began his fightback at yesterday's daily news conference and pressed home the message with increasing intensity through the day.

At a West Country rally Mr Major said there was no other choice but a Tory or Labour government. "If you vote Conservative you will get a Conservative government. If you vote Labour you will get a Labour government. If you vote Liberal you will get a Labour government. That is a message that every elector must understand."

Mr Major said: "Beware Mr Ashdown. Don't look at the man: look through the door. The most famous door in the world is No 10 Downing Street. Don't let Mr Ashdown open it for Mr Kinnock."

Throughout the day Tory strategists had voiced doubts about Tuesday's polls which they said did not match the reports coming back from the constituencies.

Criticism of the Tory campaign continued. Nicholas Winterton, who is defending Macclesfield, said it had to be moved into a higher gear. The public wondered why the more aggressive campaigners had not been in evidence during the campaign.



Read my lips: Neil Kinnock looking confidently to the future at a presidential style rally in Sheffield yesterday

Libya has to reveal IRA links, UK says

FROM JAMES BONE IN NEW YORK

BRITAIN is demanding information about Libya's support for the IRA as a condition for lifting United Nations sanctions against the country.

Sir David Hannay, Britain's ambassador at the United Nations, told non-aligned members of the UN Security Council that Libya must provide details about its arms shipments to the IRA and its training of IRA members.

Britain is particularly eager to establish whether Libya has sent anti-aircraft missiles to the IRA. Sir David said the information was required by the security council resolution adopted on Tuesday, which imposes an embargo on civilian air links and arms sales to Libya on April 15.

The resolution says the sanctions can be lifted only when Libya has handed over the two suspects wanted in Britain and the United States for the bombing of PanAm flight 103 over Lockerbie. But the resolution also requires Libya to take "concrete actions" to demonstrate its renunciation of terrorism before the sanctions can be lifted.

The ambassadors of Britain, France and the United States met non-aligned security council members after the resolution's passage to spell out what they believe is required by that provision.

Gaddafi threat, page 15

Bush seeks £7bn in aid for former Soviet Union

FROM MARTIN FLETCHER IN WASHINGTON

PRESIDENT Bush yesterday announced a new multi-billion dollar aid package to prop up democracy in the struggling republics of the former Soviet Union at what he called a "defining moment in history."

Mr Bush asked Congress to approve a \$12 billion (£7 billion) US commitment to the International Monetary Fund so that it had the resources to give the republics loans, up to \$3 billion towards an international stabilisation fund, and the repeal of scores of Cold War trade restrictions.

He demanded funding for a "major people-to-people" programme that would send hundreds of Russian businessmen to America and US volunteers to the republics, and announced another \$1.1 billion in credit guarantees for buying American grain. Funds already approved would be diverted to ensuring the safety of ageing nuclear plants. The American pack-

age would in part support a new \$24 billion programme of assistance for Russia by the G7 industrialised nations announced by Germany yesterday, and could be completed by late next month. The US contribution would be between 20 and 25 per cent.

Acknowledging the unpopularity of foreign aid in the midst of a recession and election year, Mr Bush appealed for national and bipartisan support. The stakes were "as high as any we have faced this century". Defeat of the democratic revolution in the former Soviet Union "could plunge us into a world more dangerous... than the dark years of the Cold War", he said, warning that the costs of that would be "exorbitant".

Congressional leaders emerged non-committal from a White House briefing but warned that Mr Bush would face a tough job selling the package on Capitol Hill. Mr Bush has for three months shunned foreign policy as he

has battled to counter both the perception that he cares more about other countries than his own and Patrick Buchanan's "America First" challenge for the Republican nomination.

He was almost shamed into yesterday's announcement by prominent critics led by former president Richard Nixon, who last month called US aid to the republics "pathetic".

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Ministers fall out, page 14

Spencer funeral

The eighth Earl Spencer was buried at the parish church of St Mary the Virgin in Great Brington, Northants. The Princess of Wales attached a card to a bouquet with the message "I miss you dreadfully darling daddy but will love you forever — Diana". The congregation included many estate workers.....Page 20

TV killer is jailed for life

Alfred Dryden was jailed for life for murdering a council officer supervising the demolition of his home. The shootings were seen by millions on television.....Page 3

Poll tax threat

Attempts by councils to collect more than £1 billion in community charge arrears were under threat again last night after the High Court agreed to hear a challenge to the way summonses are issued.....Page 2

Bad manners

Tax and social security officers were criticised by the parliamentary ombudsman for the "lameable" way they often dealt with the public, particularly pensioners and the disadvantaged.....Page 7

Leaders argue

Russian and Ukrainian defence ministers were at loggerheads over the destruction of former Soviet nuclear weapons. The disagreement erupted at the first meeting of defence ministers from Nato, Eastern Europe, the former Soviet republics and the Baltic states.....Page 14

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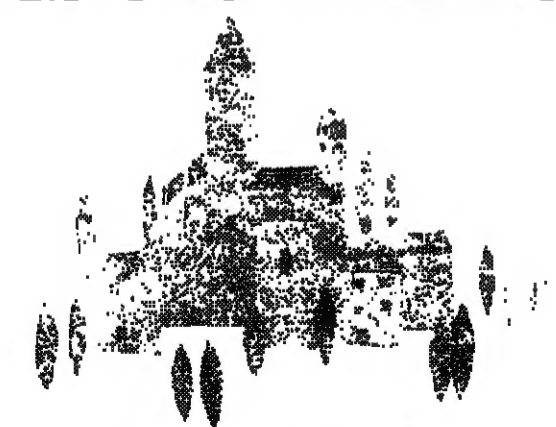
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JOHN MORTIMER



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Corporate citizens keep faith with charities

BY GILLIAN BOWDITCH

BRITISH businesses may be feeling the chill winds of recession but they have not cut back on charitable donations, according to a survey out yesterday. Britain's largest corporate donors increased their charitable giving by 1 per cent in real terms last year, representing a doubling of donations relative to profits.

The survey, in the magazine *Corporate Citizen*, says 14 of the top 100 companies increased their donations by over 100 per cent and 30 companies gave over £1 million between July 1990 and June last year. The largest donor to charity was Heron International. Gerald Ronson's group, which last week revealed it had called an emergency meeting with bankers to seek more time to repay its £1.2 billion debts.

Heron gave £4.8 million, jumping from tenth place to first place in the league table. It was followed by British Telecom, which gave £4.77 million, and British Petroleum, which donated £4.6 million. Many companies give on a covenanted basis for which they receive

tax relief and so their commitments are likely to hold while the recession continues, but there are fears that they may drop dramatically if profits come under pressure.

Corporate Citizen quotes Morton Creeger of Heron as saying: "You can't give what you haven't got. In your ranking you are looking at the peak position from the 1980s and sadly it doesn't reflect the reality of the 90s. Heron's unusual corporate structure with the three Ronson Foundations as major shareholders and beneficiaries, means our commitment can still be substantial and we will continue with our ongoing commitments but it can't be added to at the same rate over the next couple of years."

Donations from the top 100 companies were 1 per cent of profits in 1989/90. In 1990-1 this had doubled to 2 per cent. It is the first time in over a decade that the increase has been so significant, according to David Casson, the editor of the *Major Companies Guide*. Including the contribution from Heron, the rise in donations was 8 per cent.

Continued on page 20, col 8

TOP 25 CORPORATE GIVERS

1990/91	1989/90	Company	£ million
1	(10)	Heron International	4.80
2	(8)	British Telecom	4.77
3	(1)	British Petroleum	4.60
4	(7)	Glaxo	3.60
5	(4)	Marks & Spencer	3.35
6	(3)	TSB Group	3.35
7	(6)	Barings	3.24
8	(9)	ICI	2.80
9	(5)	BAT Industries	2.38
10	(11)	Barclays Bank	2.30
11	(17)	IBM UK	2.23
12	(13)	Allied Dunbar	2.00
13	(18)	Unilever	2.00
14	(15)	National Westminster Bank	1.91
15	(16)	British Gas	1.90
16	(49)	News International	1.82
17	(14)	Shell UK	1.74
18	(27)	Grand Metropolitan	1.74
19	(2)	Esso UK	1.59
20	(20)	Hanson	1.57
21	(12)	Seagram Holdings	1.48
22	(25)	Guinness	1.43
23	(45)	British Aerospace	1.37
24	(24)	J Sainsbury	1.30
25	(35)	SmithKline Beecham	1.19

Researchers seek test to lift concrete curse from house sales



Reseigh left with a debt and a crumbling home

LENDERS and environment department officials will meet on Monday to try to resolve a problem blighting the property market in southwest England.

About 4,000 houses in Cornwall and parts of West Devon have been blacklisted by lenders who are refusing to offer loans on homes that might contain defective concrete until a reliable test to diagnose the problem is found.

Their action has blighted an already fragile housing market, as owners have been unable to sell their homes because potential buyers have been refused mortgages.

Graham Phillips, manager of General Accident Property

Services, in St Austell, Cornwall, said that the market had been seriously harmed because of the problem. "You can't sell a pre-1950s concrete house at the moment," he said.

"Surveyors are putting a halt on sales till a reliable test has been found to diagnose whether the house is built of defective concrete. The problem comes when we already have a property market overshadowed by deep recession."

Monday's meeting will discuss tests being developed by the Building Research Establishment to diagnose whether a building contains defective concrete. An indication of how seriously the government

The hopes of hundreds of West Country families are being wrecked because of mortgage lenders' fears about a locally-produced concrete, Rachel Kelly writes

views the problem is that the environment department is believed to have provided about £300,000 to fund the research to find a reliable test to decide whether a building is blighted by "mundic" concrete.

Charles Stimson, chairman of the Royal Institute of Chartered Surveyors steering committee investigating the issue, said: "Mundic concrete was manufactured mainly from a mining waste source which is available in abundance

throughout Cornwall, with its mine waste tips."

The material was mineral-rich, Mr Stimson said, adding: "It creates the instability within the concrete mix, which, when activated with moisture, breaks down the matrix of the material. The house literally crumbles."

Although fewer than 10 per cent of the houses are thought to be built of 'mundic' concrete and therefore to be in danger of collapse, the other 30 per cent of concrete houses

in the South-West are affected by the blight until a reliable test is found.

Existing tests were exposed as unreliable last December after a meeting between surveyors' institute and the main lenders. Lenders say that they cannot take any risks until the government comes up with a new and completely reliable test.

"Our committee are satisfied that the right procedure for testing is now in place, but further research is required to establish this more positively," Mr Stimson said.

David Coles, regional surveyor for the Abbey National and unofficial co-ordinator

for lenders worried about the mundic problem, said: "We are waiting with bated breath to see whether the new testing regimes are reliable."

Whatever the result of next week's meeting, Terry Reseigh's home has already been found to be suffering from mundic concrete, and it is crumbling.

When he bought his home in 1982 with a 100 per cent mortgage, it was worth £12,250. Now it is worthless and he has debts of £10,000.

"No estate agent will touch the house," Mr Reseigh said. He and his wife, Alice, and their children, Nicholas, Alice, Emma and Sarah, are being rehoused by Kerrier district council. It was the

council that discovered that the house contained mundic concrete when an official inspected it when the authority was deciding whether to give a grant for an extension.

Mr Reseigh said: "It's been a very arduous road." Legal action was being considered, he said.

Though Mr Reseigh and his family will be rehoused by the council, the problem remains that Mr Reseigh has a debt of £10,000 on his hands. Such has been the stress of the whole experience that Mr Reseigh is not working at the moment.

Mr Stimson hopes that owners will eventually be compensated under the 1980 Housing Defect Act.

Poll tax rebels launch new challenge

BY DOUGLAS BROOM
LOCAL GOVERNMENT CORRESPONDENT

ATTEMPTS by councils to collect more than £1 billion in community charge arrears were under threat again last night after the High Court agreed to hear a challenge to the way summonses are issued to defaulters.

Howard Leah, unemployed, of Cligwyn, Dyfed, was given leave to challenge the practice adopted by magistrates' courts of accepting evidence that a summons had been posted as proof that the defaulter had received it.

Hugo Charlton, counsel for Mr Leah, told Mr Justice Popplewell, that if the challenge succeeded, 95 per cent of the 8.1 million liability orders granted since the poll tax was introduced two years ago could be invalidated.

The case is the second serious challenge to enforcement of the charge this year. In February, the High Court ruled that computerised poll tax records could not be evidence of non-payment, prompting a change in the law.

Home Office figures show that only 267,097 of the 11 million people so far summoned for non-payment turned up at court to defend themselves. The vast majority of orders were granted in the absence of the defaulter.

Although defaulters have to be brought before the court again before facing imprisonment for non-payment, the making of a liability order entitles a council to send in bailiffs and begin moves to attach earnings and benefits.

Mr Charlton, who represented some non-payers in the computer evidence case, said: "We say quite simply that the rules as they stand do not permit the magistrates to

proceed in the absence of the defendant.

"It is a principle of law that a person must have notice that a hearing is to take place and be given the chance to defend themselves. It cannot be right to go ahead in their absence without proof that they know the hearing is taking place."

Mr Leah says that he did not receive a summons to a hearing before Fishguard magistrates in February of last year at which Preseli Pembrokeshire district council obtained a liability order against him.

Local government lawyers were last night sceptical about the claimed impact of a ruling in Mr Leah's favour, arguing that by no means all orders granted in the absence of the defendant would be invalidated. "If the defendant wrote to the council telling them to get stuffed, he could hardly argue that he had not had the summons," one lawyer said.

"Nevertheless, an awful lot of people just pay up when the order arrives." Lawyers said that even if the challenge were upheld, councils would probably not have to repay money obtained under liability orders invalidated by the ruling. They would be entitled to keep payments "on account" while summonses were re-issued and valid orders obtained. However, lawyers said that if most summonses had to be re-issued, chaos would result.

It would cost "millions of pounds, probably tens of millions, to reissue all these summonses nationally", one treasurer said.

Court officials said that a full hearing would probably take place within a month.



Locked in: the "stairway to heaven", a series of 21 locks where the Grand Union Canal descends 146 feet over two miles

Canal seeks to open gates to 100,000 visitors a year

BY CRAIG SETON

A FLIGHT of 21 canal locks known as the "stairway to heaven" is to become the site of a project to create one of the biggest tourist attractions on the British Waterways network. Hatton Locks, on the Grand Union Canal near Warwick, attracts about 70,000 visitors a year, a fifth of whom arrive by boat to take their

vessels through the dramatic flight of lock gates that descend 146 feet in two miles. The site is one of the most important and historic on the 2,000-mile interconnecting system of navigable canals and rivers operated by British Waterways.

Plans will be submitted to Warwick district council this week for refurbishing buildings to create a restaurant, tearoom, craft shops and

workshops, a visitor centre and exhibition rooms. A canal basin would be enlarged to provide more mooring space for barges and the towpath along the length of the flight of locks would be improved.

The project is part of British Waterways' plans to develop a more commercial approach to its network. Tourist waterway manager at Hatton Locks, said the

improvements were expected to increase the number of visitors to more than 100,000 a year. The first phase should be completed by summer 1993.

British Waterways is holding talks with local authorities and the Countryside Commission to encourage the use of the towpath alongside the Grand Union Canal as a footpath between London and Birmingham.

O&Y misses Tube deadline

By MICHAEL DYNES, TRANSPORT CORRESPONDENT

THE troubled Docklands property developer Olympia & York failed to meet the deadline for a £40 million contribution towards the cost of the Jubilee Line extension between central and eastern London, London Underground said yesterday.

Plans to start work on the £1.3 billion project, intended to boost the regeneration of Docklands with an Underground line between Green Park and Stratford via the £4 billion Canary Wharf development on the Isle of Dogs, must be held in abeyance until long-term funding has been renegotiated.

Under the terms of the 1989 understanding between O & Y and Cecil Parkinson, the former transport secretary, O & Y undertook to pay £40 million towards the cost of the extension by the end March 1992, a further £60 million by March 1993, and the balance of £300 million on completion in 1996.

Doubts over O & Y's ability to honour its commitment

emerged last week when the company said that it was negotiating with its creditors over its debts, estimated to be more than \$20 billion.

London Underground secured parliamentary approval to begin work on the new line in March. It cannot, however, begin work on the project without O & Y's contribution, which amounts to almost a third of the cost.

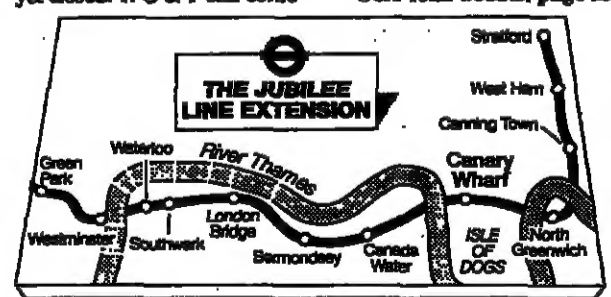
"O & Y have received the final draft of the agreement paving the way for the line, and we are awaiting a response," London Underground said. "The door is not yet closed. If O & Y can come

up with the money in the near future, it will still be possible to proceed."

If O & Y is unable to re-schedule its payments, the government may be compelled to step in and bridge the funding gap. The alternative would be to reduce the number of stations.

British Rail's plans to upgrade the west coast mainline between London and Glasgow will be given up priority under a Labour government, John Prescott, Labour's transport spokesman, said yesterday.

O & Y loan doubts, page 21



Besieged company chief pledges to fight

FRANCOIS Maze, the man at the front line in the onion war in Brittany, northern France, looked up defiantly from the handfuls of Turkish shalloos he held yesterday and said that he was determined to keep his business going.

Maze's packaging plant in Plouneour Trez near the Breton port of Roscoff is the final destination of Turkish onions shipped by the British transport company Davex of Lincolnshire, which has laid one of its lorries hijacked and burnt by militant local farmers and another driver shot at.

Threats, abuse, and demands that he cease taking delivery of the onions have been sprayed in graffiti on the sides of M Maze's home and out-buildings, as well as the packaging plant.

He takes the threats seriously after last week's hijacking incident in which a £2,000 consignment of onions was destroyed. M Maze, age 64, has hired three security guards, with attack dogs, to guard his premises.

The dispute with local farmers has hit him hard. The blockading and destruction of onions en route to his plant for packing has left him without work and paying extra bills for security.

"The guards cost 210 francs an hour [about £20] and they have been here three weeks now," he said. "Out of 50 lorry loads of onions we expected by now, we have received only a dozen."

He explained that the farmers were angry at being undercut. Even after growing, shipment from Turkey, and packing, the onions could be sold for eight francs a kilo (2.2lb). Local produce is sold for 16-18 francs.

The local co-operative has a stockpile of six to seven hundred tonnes of onions. Before we started bringing ours in, onions here were very expensive, and very bad quality. Turkish onions are more reasonably priced, and the quality is very good. The co-operative is indulging in protectionism."

The packing house normally employs 30 to 40 casual staff. Yesterday a handful of people worked under the protection of the guards.

If the costs to M Maze are high, the potential damage to the whole enterprise is massive. Another 50 shipments, worth about £1.6 million, await transportation and packing from Turkey.

Peter Davis, the managing director of Davex, which is behind the enterprise, backs M Maze. "We stand to lose around £2 million setting this up."

Last night, Mr Davis was due to meet Douglas Hurd, the foreign secretary, in a televised debate on the issue, where he intended to press for representation to the French government.

Leading article, page 17

Christian publisher may be boycotted

Senior authors are considering a boycott of Britain's leading Christian publisher in a dispute over a gay liturgy book (Ruth Gledhill writes).

The governing body of the Society for Promoting Christian Knowledge (SPCK) yesterday confirmed last month's decision by the publishing committee to cancel publication of the book, *Daring To Speak Love's Name*. The author, Elizabeth Stuart, yesterday threatened to sue for damages. About ten leading authors are understood to be considering boycotting SPCK.

The Archbishop of Canterbury, Dr George Carey, has told SPCK that the book ran counter to a recent statement by the House of Bishops on homosexuality. He said in a letter to Judith Longman, SPCK editorial director, it was regrettable that liturgies for people with AIDS might appear in the same covers as liturgies for people in same-sex relationships.

The Rev John Polkinghorne, SPCK vice-chairman, said yesterday neither the committee nor the governing body were "improperly influenced" by Dr Carey's letter. The decision was by "significant majority".

Hit 'adapted to gay lyrics'

Jason Donovan's hit song "Any dream will do" was adapted by gays to become "Any queen will do", a High Court libel jury was told yesterday. Ben Summers Hill, who wrote the article at the centre of the star's action against *The Face* magazine, told the court that he had heard 4,000 people singing the alternative version at a gay pride festival.

However, Sheryl Garratt, editor of *The Face*, said she deleted references to the song. Mr Donovan is claiming the feature insinuated that he was a liar for maintaining he was heterosexual. *The Face's* publishers and the author deny libel.

The hearing continues today.

Drugs charges

Eight men appeared in court yesterday accused in connection with the seizure of cocaine, said by Customs and Excise officers to be worth £150 million. The eight appeared before Manchester's stipendiary magistrate charged with conspiring together and with others to import cocaine between January 1, 1991 and March 31, 1991. Seven of the men are from Liverpool, the eight from Ghana.

Health protest

About 500 people from the Western Isles are to make a 100-mile journey by land and sea to demand the return of acute surgery facilities at Dalhousie hospital on South Uist, which were suspended two years ago. The hospital serves several islands. The protesters have paid £6,000 to charter a ship to take them from the North Uist port of Lewis where they are expected to march on the health board headquarters.

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Through Mr. Mumrod, the council's first real life TV murder as the incident was recorded by a BBC TV crew assigned to report the demolition for local bulletins at the end of an 18-month wrangle over planning permission.

Christian publisher may be boycotted

Series author... The council is to demolish

Hit adapted to gay lyrics

Drugs class

Health

Health

JEWELLERY FANTASY

Bungalow murder

Demolition dispute killer jailed for life

By PAUL WILKINSON

ALFRED Dryden, the former steelworker who shot dead a council official overseeing the demolition of his bungalow built without planning permission, was jailed for life by Newcastle crown court yesterday.

The killing was probably Britain's first real life TV murder as the incident was recorded by a BBC TV crew assigned to report the demolition for local bulletins at the end of an 18-month wrangle over planning permission.

The jury took two hours to reject his claim of diminished responsibility and find him guilty of murdering Harry Collinson, aged 46, the chief planning officer of Derwent-side Council in Co Durham and a father of two young children. Dryden used an ille-

gally held 1924 .45 service revolver to shoot Mr Collinson three times, twice through the heart and once in the head, as bulldozers moved towards his bungalow at Bunsfield near Consett, Co Durham.

He received a second life sentence after being convicted of the attempted murder of Michael Dunstan, the council's solicitor, and was jailed for seven years concurrently for wounding a TV reporter, Tony Belmont, and PC Stephen Campbell, who was on duty at the scene.

Dryden had denied all the charges, claiming he was mentally unbalanced at the time having become stressed by his long-running battle with the local authority over the bungalow that he had built using a £13,000 redundancy payment from the closure of the British Steel Consett works.

The council is to demolish

the bungalow later this month. Neil Johnson, chief executive, said yesterday: "It's still standing at the moment but it will be demolished. Nothing has changed: my instructions are quite clear: it must go."

Two psychiatrists called for the defence had said that Dryden was mentally unbalanced and had become obsessed with the planning dispute.

Sentencing him, Mrs Justice Eborac said: "The state of your mind on June 20 was abnormal, but not abnormal to the extent of diminishing your responsibility for what you did. Whilst the state of your mind remains as it was, that is disturbed and likely to react to the stresses with which you could not cope in this grotesque way, you are a dangerous man."

The judge ordered the destruction of Dryden's firearms and ammunition, found by police after the shootings.

The incident was broadcast nationally within hours of the shooting. The video film showed Dryden, clad in work clothes, a baseball cap and sporting a bushy grey beard, pull his pistol from his holster and aim at the official.

After firing a fatal shot he sprayed bullets at the officials and assembled press before firing at Mr Collinson's body. He reloaded, fired indiscriminately once more and, fired the last shot into Mr Collinson's head.

Mr Johnson, Mr Collinson's boss, said that £20,000 had been raised for a memorial fund. It would go towards a nature reserve and the Harry Collinson Travel Scholarship, set up in memory of his concern about Third World environmental issues.



Home-made weapons: PC Steve Mumrod with Dryden's arsenal of rocket launchers and shells

Unarmed tactic defended

TO MANY who met Dryden he was little more than a joke figure, scrawny dressed, with unkempt long hair and a grizzled grey beard. His behaviour veered to the eccentric, whether it was cruising around Consett in an ostentatious Cadillac, sparking fears of a murder by hurling a dummy from a bridge, or firing dozens of home-made rockets from a moorland launch pad.

Nobody took him seriously. Even the police regarded him as an amiable eccentric. In the end that proved to be a fatal miscalculation.

He had made threats of violence in defence of the ramshackle bungalow he was building. The tragic finale to his long confrontation with authority was seen by millions watching that evening's television news. A camera crew on hand to record the demolition had continued filming even as they dodged the bullets.

Senior police officers have defended having only three, unarmed officers on duty as the demolition squad moved in. An armed response unit,

To the police, Dryden was no more than an amiable eccentric, Peter Davenport reports

one of two within the county created after the Hungerford shooting, was kept on standby as a precaution at a police station five miles away.

That decision has been criticised by Mr Collinson's brother Roy, a local farmer. "What good were they there? They were too far away to be effective when they were needed. I want to know why armed police weren't at my brother's side to protect him."

Eddie Marchant, Co Durham's assistant police constable, insists that police had no reason to suspect there would be a shooting. He said they had no prior knowledge Dryden was armed and that it

Council officer paid price for being fair

By DOUGLAS BROOM

HARRY Collinson paid the ultimate price for being scrupulously fair to the man who killed him, colleagues said yesterday.

Eleven days before the shooting, councillors considered secretly demolishing the bungalow at night while Dryden was asleep at his home five miles away. Mr Collinson, however, did not want the council to be seen to be taking an underhand course and dissuaded them.

Neil Johnson, chief executive of Derwent-side council, said: "Harry was scrupulous to a fault in the way he handled this case. Our involve-

ment with Mr Dryden dated back 11 years and Harry acted fairly throughout." Although he did not have to oversee the demolition, he decided to because he felt it was unfair to ask a subordinate to take on such a difficult job.

Anthony Slack, vice-president of the District Planning Officers' Society, of which Mr Collinson was a member, said: "In spite of this terrible tragedy the planning law still has to be enforced and we must not allow violence or the threat of violence to deter us from enforcing the law on behalf of the community."

Mr Marchant added: "Despite that incident the police viewed Dryden as an amiable eccentric, principally because of his highly publicised refusal to obey planning regulations. He was quite friendly with most of our young officers."



Dryden: Police had cancelled gun licence

TV-am gives Frost 200% rise

By MELINDA WITTSTOCK, MEDIA CORRESPONDENT

DAVID Frost, the TV-am presenter, last year became Britain's highest paid broadcaster with a 200 per cent increase for his Sunday morning political interviews.

TV-am, which lost its licence in last October's ITV franchise auction, disclosed in its annual report yesterday that Mr Frost's salary rose from £127,000 in 1990 to £369,000 last year.

Mr Frost's rise compares with an average 9.3 per cent increase last year among directors of companies with turnover over £500 million and an average 8 per cent rise across the whole economy, according to the British Institute of Management.

The increase gives Mr Frost £8,500 for each 90-

minute Frost on Sunday programme. He is paid six times more than the prime minister and 12 times as much as the backbench MPs who appear on his show.

Mr Frost, who also presents programmes for Yorkshire TV, PBS Television in the US and BSkyB, beats other top earners including Michael Aspel, Terry Wogan and Cilla Black who have salaries of between £350,000 and £350,000. The TV-am chairman, Bruce Gynell, earns £280,000 a year.

Yesterday TV-am, which on Tuesday announced profits halved to £12.5 million, said Mr Frost had received a big rise because he had done more programmes. For half

of 1990, Mr Frost shared proceeds with his former co-presenter Anne Diamond. So far this year Mr Frost has earned £110,500 from TV-am.

Westcountry Television, awarded the franchise for southwest England, announced yesterday that it had finally won the right to broadcast after a court battle with its unsuccessful rival.

The company was awarded the ten-year licence last October by the Independent Television Commission, which preferred its £7.8 million bid to the £16.1 million offered by the present licence-holders Television South West. TSW had contested the decision in three separate hearings.

Prison for PC attack on black motorist

By MICHAEL HORSNELL

A POLICEMAN who repeatedly stamped on the head of an innocent black motorist and then tried to cover up the attack was jailed for 30 months yesterday.

PC Alec Mason, aged 28, nicknamed "King of the Bear", was told by the judge at the Central Criminal Court after his conviction for assault and perverting the course of justice that he had used unforgivable violence and brought great discredit upon the police.

The attack on Harold Benn, aged 27, an amateur boxer, was confirmed only after special constables, sickened by Mason's behaviour, reported him. Mr Benn was breath tested early on January 6, 1990, after he was stopped for speeding in his Volvo estate car in Tooting, southwest London. Although the test proved negative, officers arrested him on suspicion of driving a stolen car.

Mr Benn angrily protested and up to 20 officers, called in to assist, surrounded him and bundled him face down into the back of a police van where Mason stamped at least three times on his head with the heel of his shoe.

Mr Benn said he was told during the assault: "You black bastard, this will teach you to mess about with the police." The stamping caused his face to swell and when he was brought to



Mason, left, condemned in court for inexcusable conduct, and Mr Benn, his innocent victim

Tooting police station the officer in charge sent for the police doctor.

Mr Benn was later released after he was found to be the legal owner of the car and immediately lodged a complaint. He asked a friend to photograph his injuries and organised an inde-

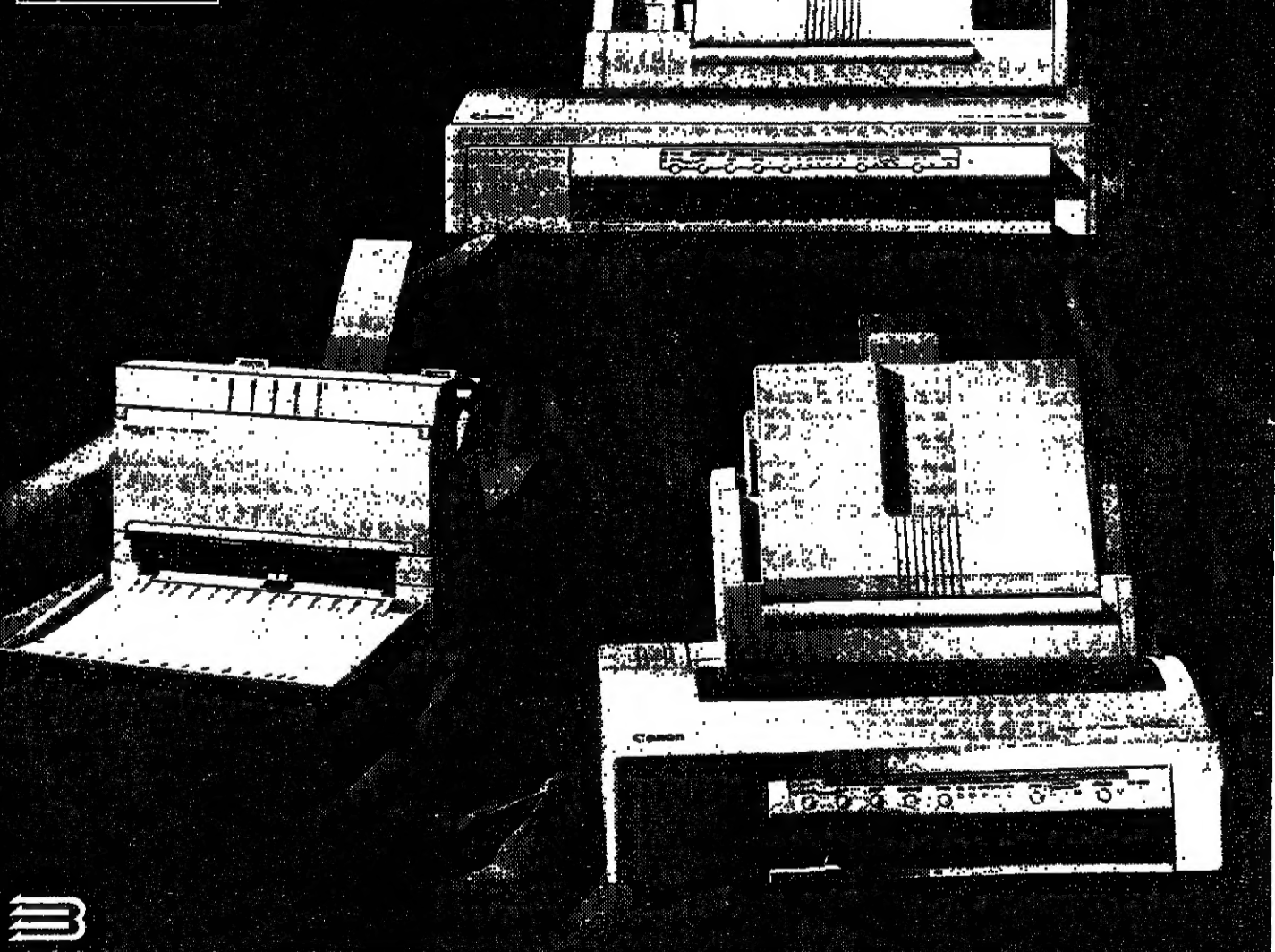
pendent examination of his face and body by two doctors.

The Recorder of London, Judge Verney, told Mason: "The offences were particularly disgraceful in the case of a serving police officer. It was inexcusable conduct. The suggestion was that this

would remind the victim to show respect for the police whereas nothing could be more calculated to ensure disrespect. Reference to his colour can only lead to a deterioration in relations between police and community."

Commander John O'Connor, of south-west London police division, said that the convictions had brought discredit on the force. "But I would point out that police officers themselves were instrumental in providing corroborative evidence which has led to these convictions," he added.

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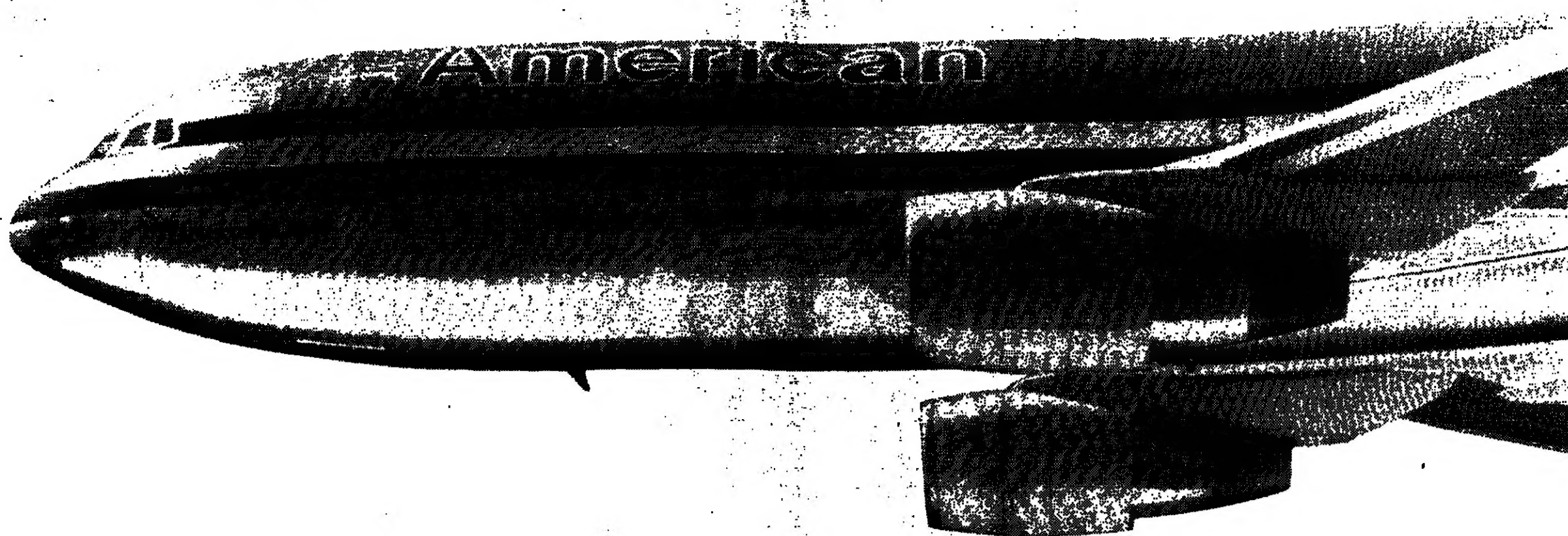
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John H. H. H.

Albert Henshaw
with a circle of

Women jail staff 'suffer harassment'

BY RICHARD FORD, HOME CORRESPONDENT

WOMEN prison officers at a top-security jail have suffered sexual harassment from male colleagues including the placing of pornography in the women's lavatories, it is alleged in a report published today.

Lavatories used by women officers at Frankland jail, near Durham, had also been deliberately soiled, although the report into conditions at the prison does not make clear whether male officers or inmates were responsible.

The allegations concern the treatment of 18 women staff at the prison, which opened nine years ago to house 432

inmates. Judge Tunim, the chief inspector of prisons, says in his report: "All representatives spoke of difficulties experienced by female members of staff at Frankland, many of them covert or insidious, and all regretted the attitudes of a minority of male colleagues."

"There had even, it was said, been deliberate soiling of lavatories set aside in the wings for the use of female prison officers, and pornographic literature had been left in them by male officers."

Judge Tunim's report says that management at the jail were surprised and horrified at allegations that male officers were guilty of such activity. It also says that some male officers had said that women officers should not be employed in top-security prisons.

The Home Office said last night that the governor had investigated the allegations, and had discovered there had been an isolated incident.

Judge Tunim's report also criticises the prison service's management of inmates with serious records of disruption. It says that in Frankland there was a small, influential group of prisoners with experience of serious prison disorders. They had assumed the authority of staff and other prisoners were forced to live, "sometimes in terror, alongside powerful, influential bullies."

The report says the implementation of plans outlined in 1984 to create small units to house disruptive prisoners is overdue. Last night the Home Office said that there were three units housing 26 to 30 prisoners considered to be persistently disruptive.

According to the report, tension between inmates and staff at Frankland has been abnormally high for some time. It says that officers and governors feel that the jail has been used as a dumping ground for fixed-sentence prisoners and for lifers. Twenty per cent of prisoners are estimated to have been in trouble at other jails and tension had caused increasing sickness among staff.

Many prisoners, the report says, are far from home and seem to be sent to Frankland to encourage better behaviour, rewarded ultimately with a transfer to a prison nearer home. "The practice of locating inmates in prisons far from their homes lead to bitterness and extremes of behaviour which ultimately force the authorities to concede to other prisons."

Poor deal for foster parents

BY JEREMY LAURANCE, SOCIAL SERVICES CORRESPONDENT

PLACING a child in foster care costs less than keeping a dog in kennels and foster parents are subsidising the community out of their own pockets, according to new research.

Minimum allowances paid to foster parents as recommended by the National Foster Care Association range from £43.35, for a child up to four, to £65 for 13 to 15-year-olds. Two thirds of authorities pay below the minimum. Kennel fees range from £35 to £70 a week, according to the RSPCA.

Foster parents are not officially paid for the work they do but the allowance is intended to cover the cost of food, clothing and other essentials for the child. Because it is calculated from the average spending of all households, including low spending pensioners and childless couples, the allowance is as much as £15 below the true cost, according to the study by the Centre for Health Economics in York.

Paul Kind, author of the report and himself a foster parent, said that levels of spending on foster care varied hugely, ranging from £23 a head in Kirkcaldy, West Yorkshire, to £228 a head in Westminster. It was hard to see how some funding could be adequate. "Some local authorities are spending less than half what central government says they should spend on child care," he said.

Caring for Children - Counting the Costs (Centre for Health Economics, York University, York, YO1 5DD, 54)

HM Prison Frankland. Report by HM Chief Inspector of Prisons. (Home Office: £1.50)

'First' holiday camp for sale

MORE than a decade before Billy Butlin opened his first holiday camp at Skegness, Albert Henshaw began attracting adventurous holidaymakers to a circle of caravans and chalets on a nearby Lincolnshire beach called Trusville.

Sixty-eight years later the site - claiming to be the first holiday camp in Britain and still in the same family - is up for sale.

Some of the original chalets still stand and a gymnasium, swimming pool, roller rink and nine-hole crazy golf course have been added. Albert Henshaw's son, Leslie, has nobody to hand the business on to and hopes to get about £500,000 for the site which, he says, is free of "yobboes" and has never acquired a "hi-de-hi" image.

"When Pop opened Trusville only the rich could afford to go on holiday," he said yesterday. "Some even

A chalet centre that shuns the hi-de-hi image is in search of a new owner, writes Harvey Elliott

came in cars, but all that was available to them were hotels or boarding houses with dictatorial landladies who kicked them out after breakfast and imposed draconian rules.

"He was very far-sighted and bought the land around the village of Trusshope and turned it into Britain's first holiday camp with a circle of 20 caravans."

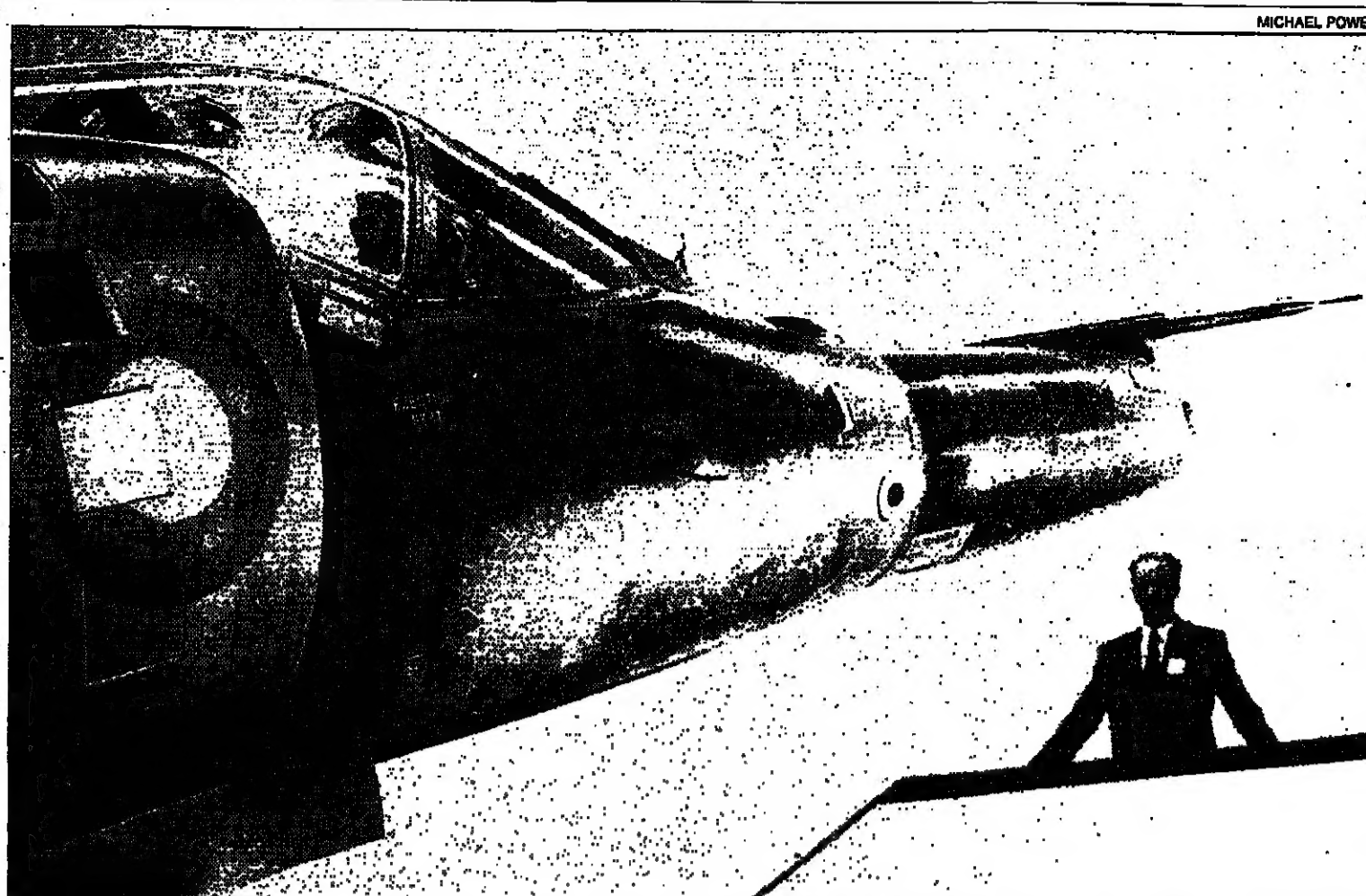
Local landladies were horrified at this threat to business and persuaded the local council to ban caravans from the site. Albert responded by building chalets and the business went on to develop among aficionados from the north Midlands. The 25-acre site now boasts 105 chalets and flats and 85 caravans and can accommodate more than 1,000 people.

Leslie Henshaw, who is 72 and has cancer, said: "Billy Butlin was a showman and had the flair to grow from nothing into what the organisation is today. We did not aim for such heights but developed a very loyal clientele and many of our guests today are the grandchildren of those who came 60 years ago."

Trusville will be auctioned in Louth on April 28. A buyer already in the business would be preferred.



Albert Henshaw: began with a circle of caravans



Reunited: Squadron Leader Nick Gilchrist views the Harrier jump jet that he flew in the Falklands war and which is now the centre-

piece of the Imperial War Museum's Task Force South exhibition opening today to mark the tenth anniversary of the conflict. Mrs

Thatcher has lent a "much loved" painting of the landing at San Carlos Bay. Sir Rex Hunt, former Falkland Islands governor, has

lent two bullet-riddled beer mugs from Government House.

A very British cover-up, page 16

Asian man 'thrown at Tube train'

A MAN flung off a London Underground platform by racist attackers bounced off a train and back to the platform, a court was told yesterday.

Jayram Patel, aged 29, struck his head on the front of the train, the Central Criminal Court was told. "My head really hurt and I felt very dizzy," Mr Patel said.

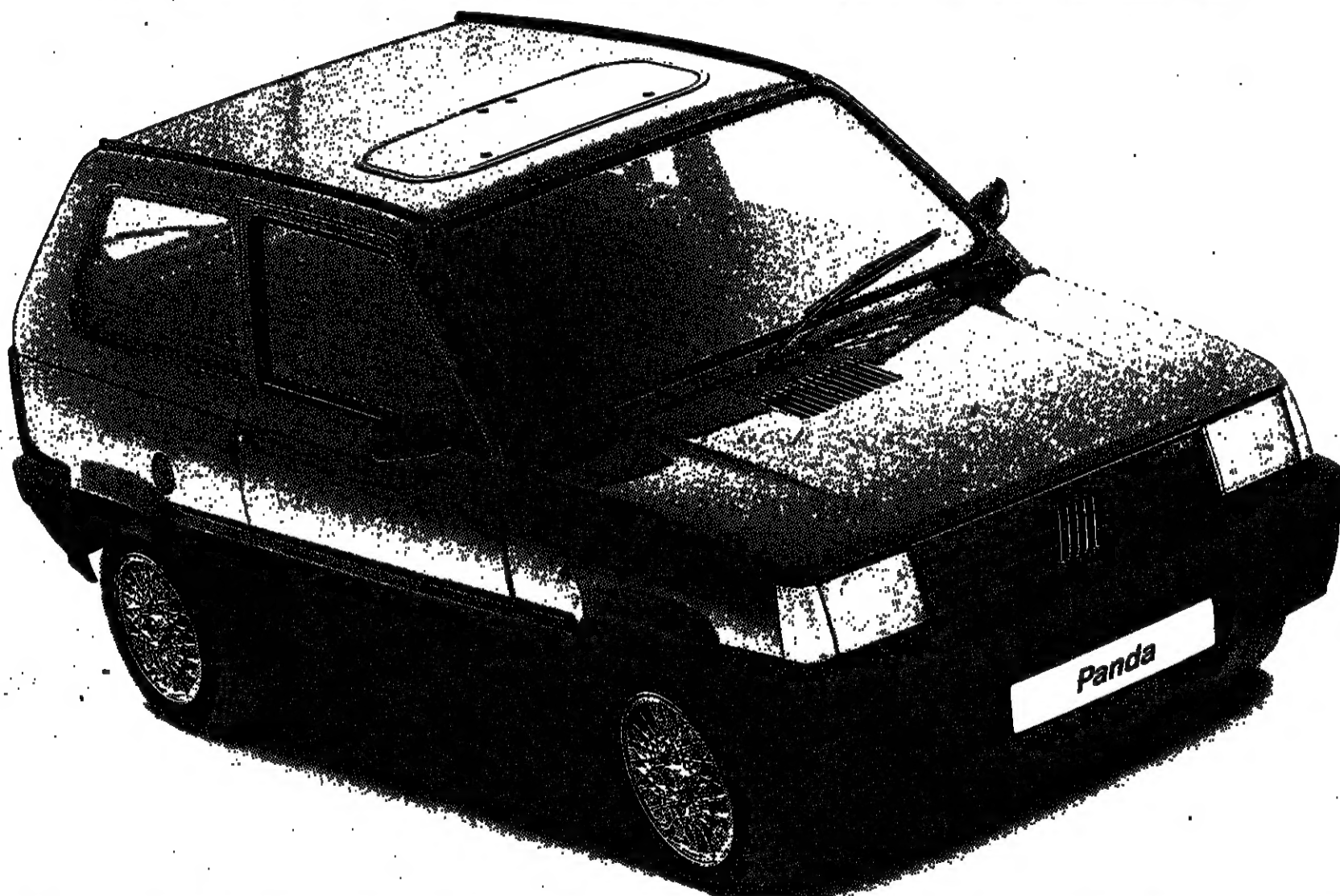
Mr Patel, a baker of Forest Gate, east London, was giving evidence at the trial of John Askins, aged 23, of Rotherhithe, southeast London, and Nicholas Monkhouse, aged 20, of Blackheath, southeast London, who deny attempted murder, assault causing grievous bodily harm, wounding with intent and affray. It is alleged that they hurled abuse at Mr Patel and four other Asians at Surrey Quays station.

Mr Patel said that he had been stabbed on the shoulder with a bottle and had been dragged to the edge of the platform and thrown off it.

Aftab Jafferjee, for the prosecution, said: "If the train had been two seconds later, Mr Patel would have landed on the tracks."

The trial continues today.

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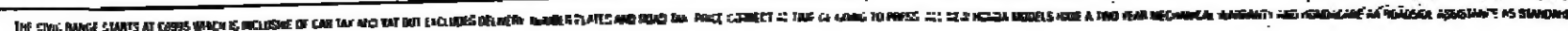
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Royal tra

The Duke of Edinburgh will travel on the 1 Kingswear steamer when he attends the 100th anniversary parade at British Naval College in Devon, next week.

Ombudsman's report

Tax and DSS staff give poor service

By TONY DAWE

LOCAL tax and social security offices were criticised by the parliamentary ombudsman yesterday for the "lamentable" way they often dealt with the public, particularly pensioners and the disadvantaged.

Presenting his annual report, William Reid, the Parliamentary Commissioner for Administration, said that the handling of people seeking unemployment and social security benefits and of pensioners with tax problems had caused him the "greatest distress". He criticised government departments for taking too long to consider complaints and to act on his findings.

Mr Reid's report, the 25th by a parliamentary ombudsman, showed a sharp increase, to 801, in the number of complaints referred to him last year by MPs. It confirms the trend reported in *The Times* earlier this week of increasing complaints about public services and bodies.

The ombudsman found complaints fully or partly justified in all but 18 of the 183 investigations completed last year. Twenty-eight per cent of the complaints concerned the Department of Social Security and 16 per cent the Inland Revenue. Mr Reid told *The Times* that the two departments had "far more transactions with the public of an emotive nature" than other government ministries and that their standards generally were quite high.

However, he added: "Unsophisticated people down on their luck who have been trying to get a payment introduced for their type of case are often dealt with in a shoddy fashion by local offices which are apathetic and do not seem to care about urgent."

Staff might be working in poor conditions and harassed by the public but they are there to offer a service and when they do not I get very distressed."

Cases highlighted in the report included:

● A man who gave up work temporarily to look after his terminally ill wife and was refused a home responsibility protection grant to safeguard his pension. The ombudsman said that it took six years to resolve the claim and criticised the social security department for "very poor service".

● Delays of up to seven months in dealing with appeals from people on low incomes who had been refused family credit.

● Refusals by social security offices to backdate attendance allowances which had not been paid to people looking after sick relatives because of administrative errors.

The report criticised the Inland Revenue for its handling of pensioners' complaints, for mistaking one taxpayer for a man who was bankrupt and for an "outrageous" case involving inheritance tax. "Doing damn all is often at the root of a complaint," Mr Reid said. "I often discover that a file has been lost, that officials have not known what to do and there has been inadequate supervision of poorly trained staff."

He criticised the Home Office for building on an ancient monument in Dover without consulting English Heritage or the environment department, and the Welsh Office, which had refused to accept his findings in a building grant case but later offered compensation to the house owner.



Horseplay: police escorting a pantomime horse yesterday for the launch of a Children's Society appeal

April foolery keeps public guessing

PROOF that you can fool not only some of the people, but rather a lot of them, a good deal of the time came yesterday as the public responded to the now traditional April Fool's day stories in the media.

Radio 4's *Today* and *Woman's Hour* suggested that there was a generic link between laughing and nagging, and BBC Radio Solent switchboard was flooded by callers taken in by a broadcast claiming that the Isle of Wight was being claimed by the French because of an ancient pipe linking the island with France.

One cruel April fool joke had a happy ending for Mary Byrne of Highgate, Birmingham. She received a letter on British Airways notepaper telling her to pick up free tickets yesterday at Birmingham airport for a holiday in Florida. When she rang to confirm her competition "prize" BA staff told her she had been hoaxed. To make up for her disappointment, she was presented with two free tickets for Barcelona.

An announcement in the *Grantham Trader* newspaper that a £150,000 stat-

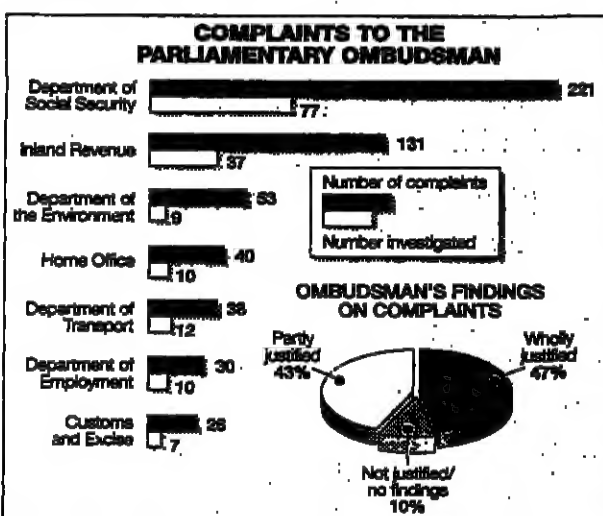
A flood of fanciful tales confounded the gullible yesterday, reports David Young

ue of Margaret Thatcher was to be erected in her home town of Grantham resulted in a flood of angry calls to South Kesteven district council.

The council has made an official complaint to the newspaper, claiming that the spoof was a waste of time and public money.

Readers of *The Times* who did not get to the final line in our third leader, which discussed negotiations over proposals to dismantle the Belgian state, may still be under the impression that what many may feel is a sound idea is about to happen.

● Russia, not noted for levity, saw a rash of jokes. Moscow papers reported on gay rights activists crossing the Atlantic co-ordinated in inflated condoms. *Moskovskaya Pravda* announced the city council was building a second metro system "in the interests of competition".



Aberdour creditors seek assets

A legal dispute began yesterday over the luxury cars, furniture and jewellery bought by Rosemary Aberdour who was jailed for four years last week for deception, forgery and stealing over £2 million from a charity.

The Official Receiver told creditors meeting in London yesterday that most assets were held by police and it was difficult to put a value on them. Claims to assets frozen after Aberdour's arrest are being made by her employer, the National Hospital Development Foundation, Abbey National, Barclays bank, American Express and others.

Solicitor jailed

Dawn Colebrook, aged 41, a solicitor, was jailed for two years for stealing more than £162,000 from clients. Colebrook, whose practice was in her maiden name of D.V.M. Bala, in Newport, Gwent, ran up debts of £1.2 million on a luxury life style, Cardiff crown court was told. She has been struck off by the Law Society.

Rail accident

A driver escaped from his car seconds before it was struck by an express train at Hatfield Peveral, Essex, after he had careered off the road, mounted an embankment, crashed through a fence and fallen 15 ft onto the line. Nobody was hurt but the car was like a little crumpled ball, police said.

Royal train

The Duke of Edinburgh is to travel on the Paignton to Kingswear steam railway when he attends the passing out parade at Britannia Royal Naval College in Dartmouth, Devon, next week.

Time flies in London clubland

By SARAH JANE CHECKLAND
SALEROOM CORRESPONDENT

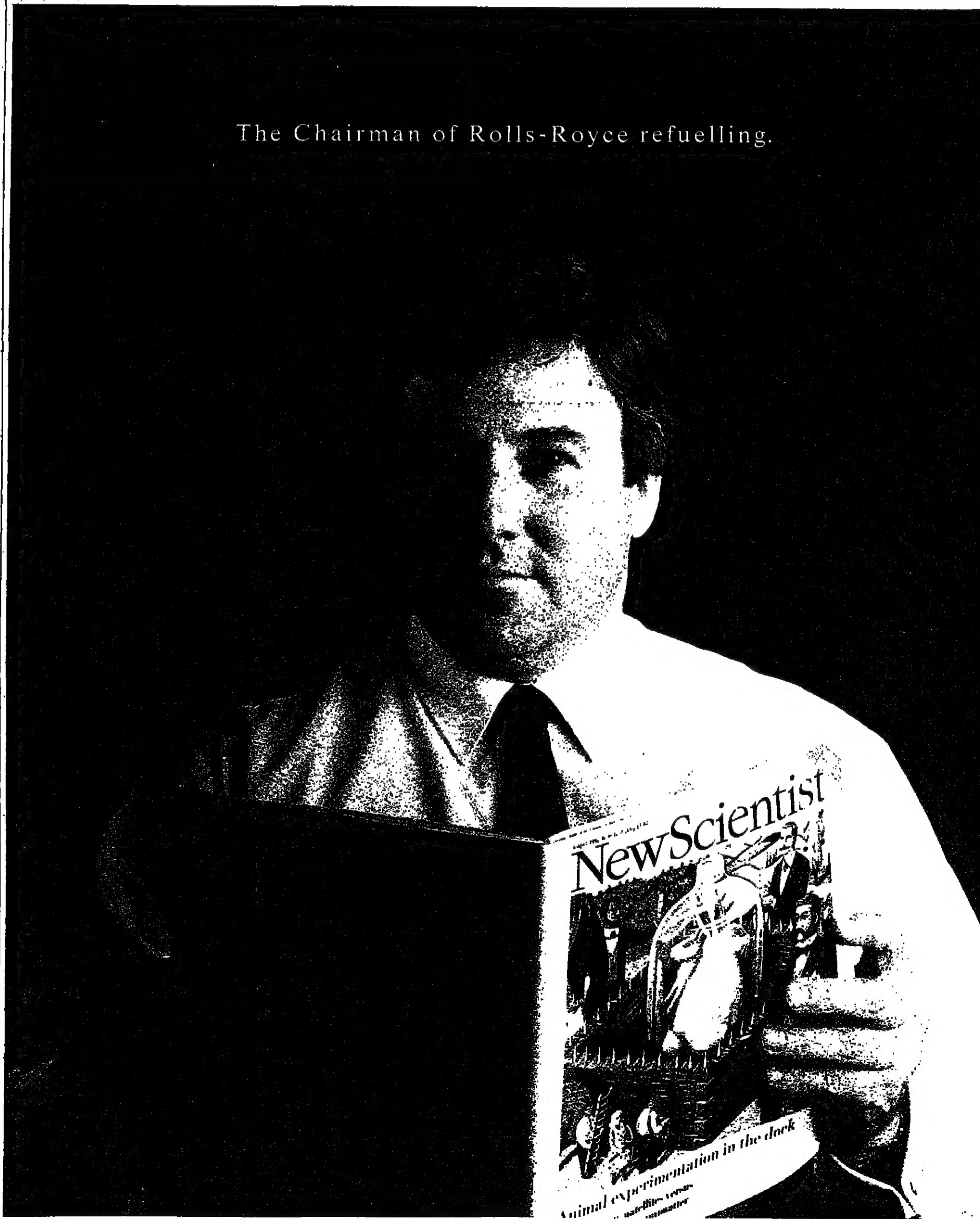
THIEVES have stolen valuable clocks from at least ten London clubs in the past three months. Police believe that the thefts happen in the early hours and are connected. The thefts come after a spate of about 35 burglaries from London galleries two years ago.

Most of the stolen clocks are small and portable, such as a £3,000 mahogany carriage clock lifted from Brooks's in St James's, and a carriage clock from a first floor room at the Carlton Club, also in St James's. But the list includes an 8 ft grandfather clock by Joshua Savage of London from the Arts Club in Dover Street. All three clocks were stolen in February.

The great bastion of female clubland, the University Women's Club in Audley Square, had a £1,000 clock stolen from the dining room. Now the thieves appear to be widening their field of operations. On March 11 a £8,400 George III bracket clock by Edward Whittingham was stolen from the head office of Grand Metropolitan in Hanover Square.

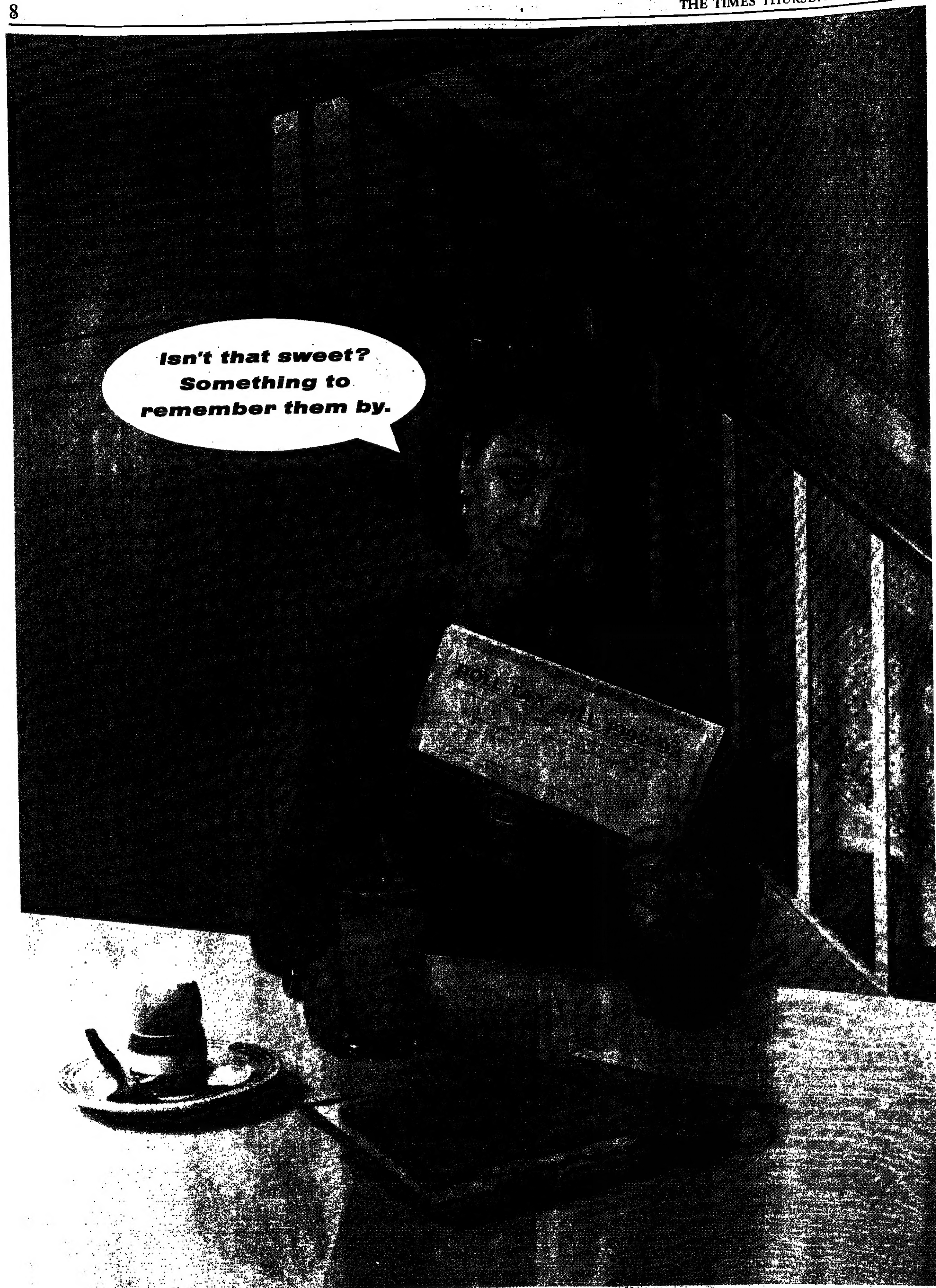
Club secretaries were reluctant to discuss the matter yesterday. "Obviously there is a clock thief going around Pall Mall and St James's but we don't want to draw attention to it while the police investigation is going on," Michael Roberts, at Brooks's, said.

One of the Arts Club clocks has been recovered at an art fair in Nottingham after the dealer who bought it responded to a £1,500 reward offered in an advertisement in *Trace*, the art theft magazine.



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John Smith

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On other pages

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City hopes... 23

ELECTION 92

THURSDAY APRIL 2 1992

Scots can look forward to leading role in a Labour cabinet

IF NEIL Kinnock forms a government after April 9, a quarter of his ministers are likely to come from Scotland. Labour has been able not only to maintain its electoral position there when it was in retreat in England but also to attract candidates of talent.

Labour remained in the political mainstream in Scotland when the party in England was often seen as extremist and hard left. Bannister and Militant had an impact in Scotland but only on the fringes. Who could question the respectability of John Smith and Donald Dewar? The Social Democrats had odd moments north of the border, notably the victory by Roy Jenkins in the Hillhead by-election ten years ago. But Labour did not split.

Several theories exist for why Labour's vote held up in

1983 and 1987. The big public sector and high proportion of council houses are only a partial explanation since Labour performed better than indicated on social and class grounds. Suburban seats went Labour in Edinburgh and Glasgow, which in England would have been solidly Tory. Scotland has a distinct political identity although it is too simple to say it has retained collectivist welfare values since there has also been an entrepreneurial flowering. But Thatcherism, or at any rate Margaret Thatcher, did not strike the chord she did in the South.

By maintaining its electoral position, Labour has retained high quality people. By contrast, the Tories have lost their way in Scotland not only because of their electoral failures but also because many of their ambitious candidates

RIDDELL ON THE ELECTION

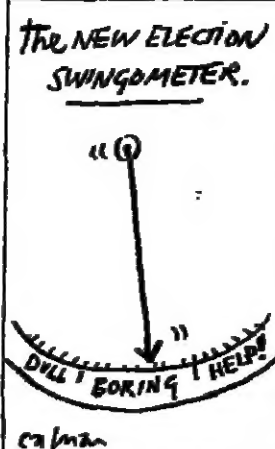
and former MPs have gone South to find seats.

Talking to leading Labour candidates in Scotland earlier this week, I was struck not only by the quality of many but also how they were at ease with the prospect of power. There was little of the insecurity that is noticeable in English Labour candidates.

Mr Smith, the great success of the campaign so far, Robin Cook, Gordon Brown and Mr Dewar will be important in any Labour cabinet. Martin O'Neill, now defence spokesman, will presumably have a senior role. Scotland will also supply several promising middle-rank ministers, notably George Robertson,

who should rise rapidly in government: and, among the 1987 entrants, Alistair Darling, Sam Galbraith and Henry McLeish. But, for most of the postwar era, the only Scot in a Labour cabinet was often the Scottish secretary. Scottish influence is likely to be the greatest since the pre-1914 Liberal cabinet.

In England, however, some of the ablest MPs and candidates left to join the SDP, or dropped out of politics entirely after the election defeats of 1979, 1983 and 1987. Faced by failure, they pursued their careers. As Labour was forced back into its northern and inner-city heartlands, a higher proportion of candidates and MPs were drawn from union officials and local councillors. The main lasting impact of reselection, and the 1983 boundary changes, was not to push the party left



wards, but to increase the number of worthy, unexciting locally based candidates (although there is no shortage of second-rate party hacks among Labour members in and around Glasgow). The talented London-based can-

didates who dominated past Labour governments have disappeared.

The return of Labour nationally to the mainstream has meant a higher quality of Labour candidates in this election — not so much where sitting MPs have retired, but in the marginal seats that the party now looks like winning. The Labour candidates likely to be elected in a week's time are of higher quality than the 1983 and 1978 intakes in England.

If the national Labour party has become more like the Scottish party, there are dangers also. So far, Labour has been able both to present a respectable face as the party of the establishment and to lead the attack on the Tories for their record at Westminster. Contrary to the impression in London that the election north of the border is

all about devolution, Labour leaders have emphasised health, education and job prospects and presented the constitutional question, fifth or sixth in voters' priorities, as the prism through which these matters are reflected. Only by setting up a parliament in Edinburgh, the party argues, can Scots have control over these decisions.

But Labour has to deliver since Scottish politics is a competitive market. The party has managed to squeeze the Liberal Democrats (at least outside their Highland and Borders strongholds) who have been offering a similar pro-devolutionist message. But Labour faces a challenge from the Scottish nationalists among younger working class people. That is matched by the circulation war between the pro-Labour *Daily Record* and the stri-

dently pro-nationalist *Sun* (although only in its Scottish edition).

An outright Tory victory (admittedly now a diminishing possibility) would increase pressure for more direct protest, initially based on the constitutional convention. And some Labour supporters could join the SNP. Even in power Labour would have to resolve the constitutional question quickly or face a renewed challenge from the SNP and the Liberal Democrats, and possibly also the Tories if they can work out a coherent strategy.

Labour's continued success in Scotland is one of the main reasons why the party nationally held together after 1983. Scottish respectability has travelled South. In government also, the Scottish influence could be central to the party's success.

Labour focuses on rising poverty

Confident Kinnock trains his fire on homelessness

By JILL SHERMAN, POLITICAL CORRESPONDENT

NEIL Kinnock last night called on the British people to vote for a government that would pull the country together and stop the Conservatives pulling it apart.

In an impassioned speech to 10,000 party supporters gathered in the Sheffield Arena, Mr Kinnock claimed that 13 years of Tory rule had led to greater poverty, more homelessness, higher unemployment and a two-tier system of health and education.

Amid the razzamatazz of pop videos, laser beams, pipe bands and live appearances from pop artists and opera singers, Mr Kinnock introduced a more sober element. Labour would govern as it had campaigned, he said, "strongly, positively and looking to the future." The Tories in contrast were a spent force with no vitality and rapidly losing their integrity, he claimed.

Earlier Mr Kinnock had been shown on video arriving in his helicopter in Sheffield and driving to the Arena for

an event billed as the biggest political rally in Britain since the second world war.

In 13 years the Tories had shrunk the economy, lowered investment, brought mass unemployment and taken Britain to the bottom of the league of industrial countries, Mr Kinnock alleged. "Now is the time for the country to pull together for pensioners, for youngsters." Now was the time to fight the cost and waste of unemployment and to make the country safe, clean and more secure. "Now is the time to make our country stronger and more successful. Now is the time for Labour."

Confident that he would be in No 10 by the end of next week, Mr Kinnock devoted large sections of his speech to education and introduced two new themes, poverty and homelessness. He pointed out that over the Tory years the poorest ten per cent had seen their annual disposable income fall by six per cent, while the top one per cent had

increased its disposable income by 72 per cent. He accused the Tories of being afraid to face up to this fact because of their guilt rather than their failure. "One of the most inhuman features of this government is that they feel no sense of failure even when all of the shabby evidence is all around them."

The Labour leader, buoyed by Tuesday night's polls, rounded on the Conservatives' plans for education which, he said, would result in 25,000 schools opting out of local authority control. "25,000 schools with no co-operation between them, no framework for sharing costs, sharing expertise, providing training and support to raise standards. It will be an education disaster," he said. "It does not occur to those Tories gripped with market mania that if shattering the system into 25,000 fragments was such a good idea then why was it not done in other countries?" He went on to claim that the Tories had a genius for destructive experimentation with little regard for children, parents or teachers.

Mr Kinnock then turned his attack on John Major's vision of a classless society. He reminded the party faithful of the government's social security policies which had left 16- and 17-year-olds destitute, and of a health system where one had to buy one's way off waiting lists. Under the Tories crime rates had doubled, repossessions had shot up, classrooms had become overcrowded and many more people had become unemployed. "All the claims of classlessness, all the pious protestations — the promises have been empty, glib, soothing, slippery — what my mother used to call 'soft soap'."

Mr Kinnock was joined at the Arena by his wife



Plethora of premiers: photographers donned John Major masks as the prime minister arrived at Thornbury, near Bath, on April 1

Tories sharpen attack in face of poll slump

Major woos the floating voter

By ROBIN OAKLEY, POLITICAL EDITOR

JOHN Major last night appealed to Britain's floating voters to join the Conservatives in building a "classless Britain in which everyone has their fair share."

With the Conservatives struggling on the eve of the final week of campaigning to avoid a slide in the polls, the prime minister used a rally at Shepton Mallet in the West Country to set out the vision of his "open-door society" and to insist that Labour could not be trusted to run the country and would wreck the prospects of recovery. He also sought to counter the "time for a change" argument by reminding voters that his was "the new generation in the Conservative party, the youngest cabinet this century".

Constantly repeating the call to "come and join us" Mr Major held out as his aims a Britain of stable prices freed of the scourge of inflation, a "levelled up" society offering freedom of opportunity and a country "where every citizen

has the freedom to keep the wealth they have built from a lifetime's work".

He said that socialism always took freedom away, and that Labour had not changed. "Let no one think for a moment that socialism has lost its ambition to change people's lives. They still want people to pay up for the privilege of being told what to do. That is the badge of socialism."

He recalled how Labour had opposed Tory efforts to change Britain for the better, including the 8p off income tax, the right to buy council houses, the privatisation of state industries, and the introduction of trade union reforms. The Tories, he said, believed in personal ownership in a way that no other party did.

"Let no one out there who gained in the 1980s ever forget it. Four million new home owners, four and a half million young people with personal pensions, six million

shareholders in the state companies we sold to the people. I want each of you. Stop, listen and think. Look at your children and ask yourself this. Dare you trust your home, your pension, your savings, your shares, your future to the very Labour people who fought to stop you having them at all?"

Against the background of tumbling markets, the prime minister said that "a Labour government would stop in its tracks the one thing for which the people of Britain are waiting — economic recovery". He attacked John Smith, the shadow chancellor as a "shallow chancellor", for dismissing the Tory inflation targets as unnecessary virtue.

Mr Major insisted that the government's health service reforms were "really working", with a million more in-patient cases and two million more out-patient cases a year than under Labour. Criticising Labour for being "ready even to exploit and distort the

case of one sick child in order to blacken the image of one great service", Mr Major promised that any government he led would make the NHS "ever better, ever stronger, ever more able to tackle the huge challenges of modern health care".

On defence, said Mr Major, Labour could not be trusted with power because they did not know what their attitude on the fourth Trident submarine would be. If they had been in charge for the Gulf war, British troops would still be sitting in the desert waiting for sanctions to drive out Saddam Hussein.

On Europe, he took a sceptical line, insisting on the Conservatives' readiness to defend Britain's interests. At Maastricht, he said, Labour would have spoken for Britain, they would have broken Britain.

"There are just three words in Labour's vocabulary for Europe: out, sit, jawohl. Well, let me offer you a fourth, absolutely vital word to defend Britain's interest — no. Can anyone imagine Mr Kinnock saying anything so short?"

CAMPAIGN QUOTES

- "Unless people vote directly for the Conservative candidate they will end up with a Labour government"
— John Major on voting for the Liberal Democrats
- "The Tories are going down, Labour is stuck and the Liberal Democrats are on the surge"
— Paddy Ashdown
- "Apart from a slight cough, it is damn near perfect"
— Neil Kinnock on the state of his health
- "Sounds just like her too, can't shut the thing up"
— Anthony Beaumont-Dark, Tory fighting to hold his Birmingham seat, to woman with a budgie called Maggie

Liberal Democrat campaign

Ashdown offers citizen power

By SHEILA GUNN, POLITICAL CORRESPONDENT

PADDY Ashdown offered voters last night a "citizen's Britain", self-confident and with a will to succeed, as the Liberal Democrats' vision of the future.

At a rally in Cheltenham he promised the voter a country where the government served its people and each citizen knew their power. Talking over a remark by John Major when he became prime minister, Mr Ashdown said he had a vision of a nation which was truly at ease with itself and in tune with its times. He sought to exploit what he described as the totally negative campaigns run by the Conservatives and Labour by insisting that he remained above abuse and would continue to run a "positive" campaign without straying one inch from the party's agenda.

The clear intention in his speech was to tempt wavering Tories into the Liberal Democrat camp. He also sought to counter the attacks on him by John Major and Chris Patten yesterday by insisting that a vote for the Liberal Democrats would not merely help put Neil Kinnock into Downing Street.

"Your vote is not a protest vote," he said. "A vote for the Liberal Democrats is a principled positive vote which is why we are gaining ground as each day goes by. Your vote is not a back door vote for Labour or the Tories. A vote for the Liberal Democrats in Cheltenham, in Hereford and in dozens of constituencies up and down the country is a winning vote."

"We will not look back to the mistakes of the past. We will look forward to the opportunities of the future," he said. "So I have this message for you. You can attack the Liberal Democrats as much as you

like, but we'll argue our case and let the people choose. Put our policies under scrutiny and compare them with your own, but we'll let the people judge which is best."

Mr Ashdown also appealed to the millions of still undecided voters to have confidence in what they wanted and judge each party according to their plans for the future. "What Liberal Democrats offer is hope: hope for those who are sick or who missed opportunity at school, hope for our precious environment, hope for a country which has lost its way."

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Leading article and letters, page 17
City hopes, page 23
Market report, page 24
Comment, page 25

Labour sowing seeds of its own destruction

It is at times of retreat that an army's strengths can best be observed. It is in moments of triumphalism that we first see the seeds of its downfall. It was when Margaret Thatcher employed a train-bearer to carry her gown that we knew her day was done. It was in the sick, cynical image-manipulation of Labour's spectacular defeat at Sheffield last night that we first sensed the contempt into which they too must come.

"Any dream will do," sang the children, as Neil Kinnock played king of the kids in a Leeds school yesterday. He was preparing for the Sheffield Arena. He took their song to heart. Any dream would do.

Something about the very instructions printed for backstage operators last night chilled the soul. It was entitled "Running order for Mega Rally". 17.30: Doors open, party band, etc. arrive. Street entertainers will be working the audience outside. The days when candidates would have worked the audience themselves, treading the streets in person, are gone. The candidates were in helicopters.

18.00: Dave Blunkett does welcome. DB to Royal Box. "Will Mr



CAMPAIGN SKETCH

MATTHEW PARRIS

Blunkett sing?" asked a reporter. "And is it true his guide dog's gone sick? Will he sing 'How Much Is That Doggy In the Window?' Regional contingents with banners & bands. 18.42: Neil Kinnock arrival in helicopter shown on video screen. After speeches by Roy Hattersley and John Smith came the "first endorsement, 2 mins". That's Rick Hucknall of Simply Red," said the aide. "No, he won't actually be there. He's in Marseille working on his next LP. He'll be signing his postal vote and singing 'Something's Got Me Started' and this will be intertwined with his message. The message will say (and she began to dictate): 'On April 9 I'll be voting Labour...' (she paused for us to take this down). 'It's time for a government that invests in skills.'"

And we were promised "Sarah Jane Morris, ex-of the Communards". Now of the Democratic

Socialists, I expect. This item was to appear in the "Top Slot, 15 mins" preceding the "second endorsement" after which came "Opera Slot, 15 mins", except that it wasn't opera, but a lady singing Summer-time. Normally, as John Cole observed, "You know it's over when the fat lady sings," but this was a thin lady and it was far from over: for next came "20.05: NK speech". This was printed in advance. It was entirely devoid of content. "20.35: NK finishes. 20.40: Jerusalem. 20.45: finale. NK & Shad Cab leave. 20.55: All out, 'Goodbye' music."

I spoke to a press photographer who has been following the Kinnock campaign. Photographers are normally mute and I have no reason to think this one was a Tory: his frustration was professional. "The manipulation has been crushingly successful," he said. "This has all been done for television: it goes

against a video cameraman's instincts to show the props holding things up and all the minders marshalling the crowds."

"All we're shown is Kinnock with smiling kids, Kinnock in hospitals — happy faces, young children... the image control has been total. The TV bosses need a few minutes of Kinnock every day to balance their few minutes of Major and if all he gives them is sanitised pap, that's all they can use. That's all anyone sees."

As an ideal matures into a crusade and a crusade translates into a government, there comes a point when, throttled by the very apparatus set up to project it, the ideal begins to choke. This point has come early with Labour. Last night in Sheffield, image throttled intellect and a quiet voice in every reporter present whispered that there was something disgusting about the occasion. Those voices will grow. Peter Mandelson has created this Labour party and, on last night's showing, Peter Mandelson will destroy it.

"We will govern," Neil Kinnock said, opening his speech, "as we have campaigned." Oh I do hope not.

Loneliness is just one problem

And it is a fairly common problem for seafarers away from home for months at a time. But it is only one of the troubles that people bring to us. As a Christian society working among seafarers we are asked for all kinds of help—spiritual, emotional, social and practical. And we are there, ready to give all the help we can, in all parts of the world. To give this help we depend entirely upon voluntary contributions. Please help us to continue the Anglican Church's ministry to seafarers by a legacy, or please send whatever you can to:

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Prescription fees

Cook promises to reverse increase

By Philip Webster, Chief Political Correspondent

LABOUR promised yesterday to reverse the latest 10 per cent increase in prescription charges if it is elected next Thursday. In a move to bring health back to the centre of the election debate, Robin Cook, the shadow health secretary, said Labour would freeze charges to give an immediate benefit to patients who could not afford the increase, which came into effect yesterday.

Labour would cut the cost of being sick, Mr Cook said. The expenditure involved — put by Labour sources at £30 million — will be met from the £1 billion extra spending on health announced in John Smith's shadow budget.

Labour's decision to raise health again so quickly after the failure over the Jennifer Bennett broadcast was seen as a sign of the party's confidence that it can only gain from the issue. Strategists agreed that Labour suffered some slight short-term damage because of the dispute over the naming of Jennifer, but they were asserting privately as early as last Friday that their private polls were beginning to "rocket".

Mr Kinnock and his campaign leaders were in buoyant form at yesterday's daily press conference. Normally long opening statements, of-

ten used as a ruse to cut down on awkward questioning, were shortened as Mr Kinnock and Jack Cunningham, his campaign chief, invited interrogation.

Mr Cook, not usually regarded as a comedian, produced a belly-laugh when one reporter asked whether he would resign if in government Labour was forced to put up health charges again. "The polls may be good," he said, "but I think it's a bit premature to ask me when I am going to resign."

When another asked Mr Kinnock about his fitness to govern, he replied: "Apart from a slight cough, it's damn near perfect."

Mr Kinnock even had a kindly word about the Liberal Democrats. "I do not resent the fact that they are picking up. But before the myth starts running, a little bit of arithmetical perspective would be in order so that nobody runs away with the idea that somehow our standing has nothing to do with us and is merely attributable to the efforts of the good Captain Ashdown."

Mr Cook repeated Labour's commitment to restore the free eye test and free dental check. "The Conservatives are creating a pay-as-you-go national health service in

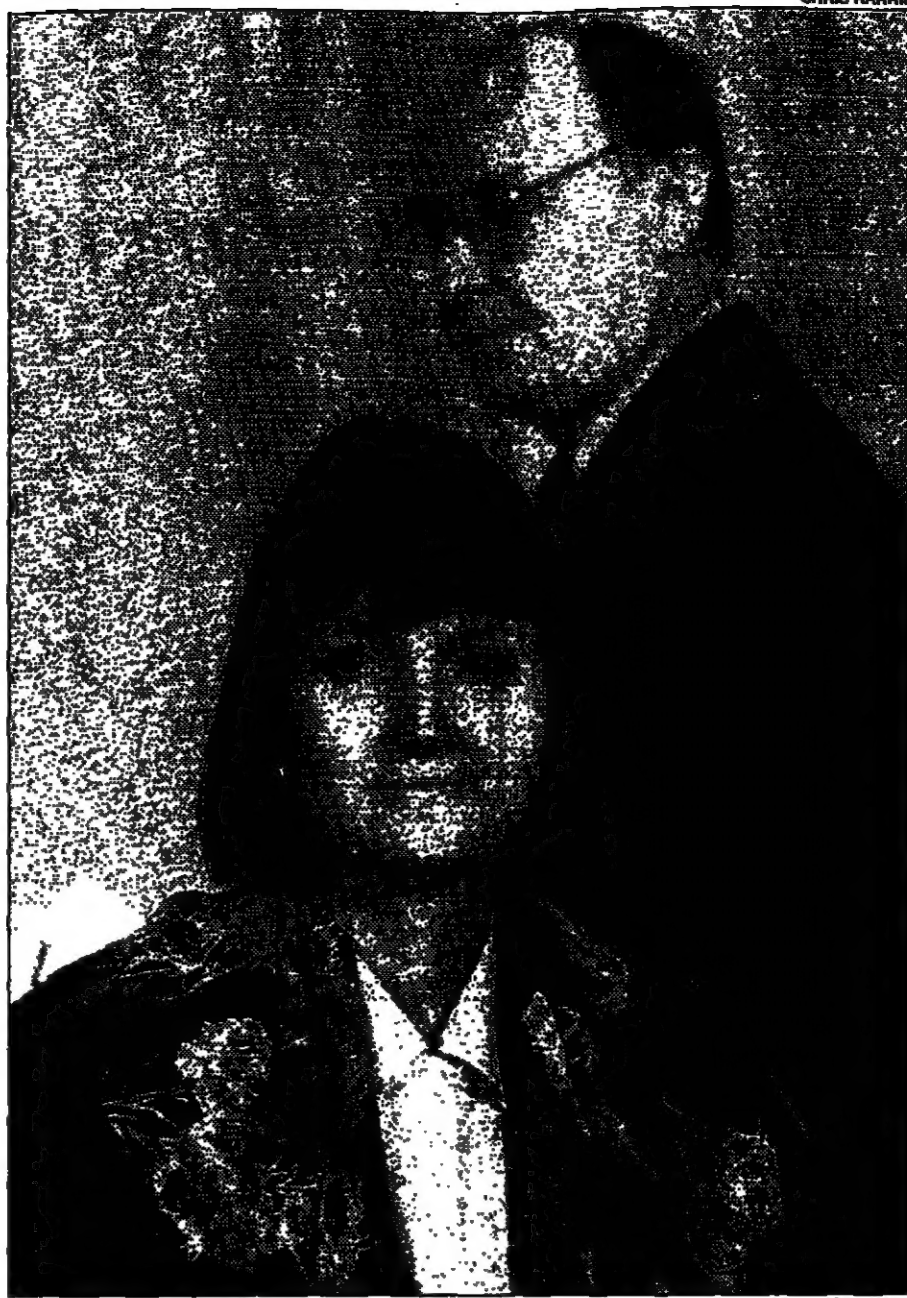
which the sick pay for the treatment they need. Labour wants a health service for which we pay while we are in work so that we can get the treatment we need when we are sick."

He said the new rise in prescription charges, from £3.40 to £3.75, announced by the government in the last session of Parliament, was twice the rate of inflation; he added that in government the Tories had raised the charge 14 times and that at the present rate of increase a fourth Tory term of office would see the charges hit £11.90 by 1997.

Mr Kinnock said that the charges had risen by 1.775 per cent under the Tories. "In many cases they are now greater than the cost of the medicine being prescribed."

More people were being deterred from getting prescriptions and he complained that eight million people had stopped having eye tests since charges were introduced three years ago. The government was putting cash before care and he repeated that the Conservatives wanted to privatise the health service.

Mr Cook said free eye tests for those over 40 would be restored in year one, and free dental checks would be restored over a parliament.



NHS plea: Harriet Harman, health spokeswoman, with Neil Kinnock yesterday

Charge policy marks fall of a political ideal

Jeremy Laurence detects the forces of economic realism behind Labour's shift from a promise of free medicines for all

DURING the 1987 election campaign Labour promised to abolish prescription charges. Yesterday's pledge by Robin Cook only to freeze the charges at their pre-April 1 level of £3.40 suggests the triumph of economic realism over political idealism.

Mr Cook, shadow health secretary, would not commit himself to maintaining the freeze for the lifetime of the next parliament. He said only that the charges were too high "and I for one do not want to see them higher".

Yesterday's 35p rise was the fourteenth under the present government and took the charge to nearly 19 times its 1979 level of 20p. The new charge is still less than half the average cost of a single prescription item to the health service, but in 1979 it was less than one tenth.

Only one in six prescriptions is paid for, compared with one in three in the 1970s. The rest are dispensed to people who are exempt from payment, mainly children, the elderly and those receiving income support, who are the largest consumers of medicines. For that reason, the charges are expected to raise only £240 million towards a total drug bill this year of more than £2 billion.

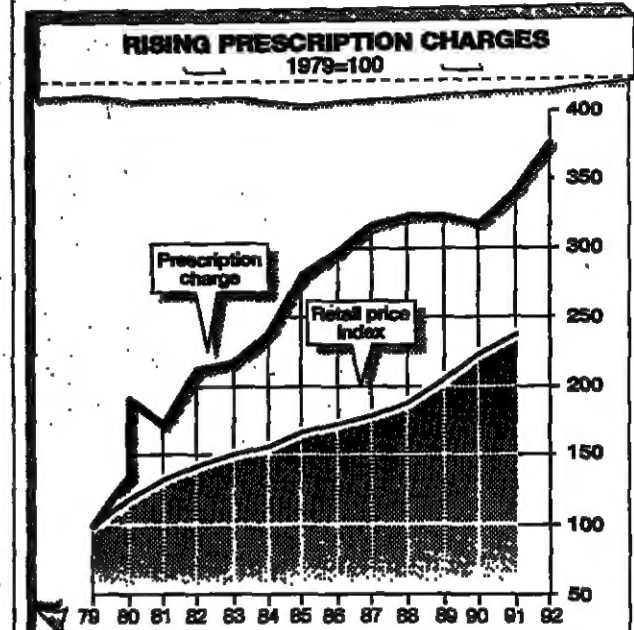
Health service spending on drugs has risen by half in real terms since 1978-9 to nearly £44 a head. The number of prescriptions per person has grown from 7 in 1980 to 8.4 in 1990, but 96 per cent

of the increase is accounted for by new drugs for the elderly. The rise in the proportion of prescriptions that are exempt from charges reflects that development and is not the result of government policy.

The proportion of the health service drug bill recovered from prescription charges has grown from 3.5 to 7.7 per cent over the same period.

The Conservatives defend the charges on the grounds that "those who can afford to do so should make a small contribution to the increasing spending on the NHS". Labour appears to have accepted that argument. Abolishing charges would cost £240 million to alleviate a problem affecting only a small proportion — the "neary poor" — of the one sixth of prescription recipients who pay charges. In addition, abolition might increase demand for prescriptions, pushing up the health service drug bill.

It is almost 40 years since prescription charges were introduced, by a Labour government, in June 1952. The step provoked the resignations of Nye Bevan, architect of the health service, and Harold Wilson, future prime minister. Not until 1965 did Labour, under Wilson, succeed in abolishing them again. It has taken the party another quarter of a century to admit that they are here to stay.



Tories step up attack on defence

JOHN Major accused Neil Kinnock of being "a unilateralist at heart" yesterday as the Tories continued their belated effort to turn the campaign spotlight on defence.

Mr Major said that the Labour leader would "cut our defences to the bone" and put the nation's security at risk in an uncertain world facing the threat of nuclear proliferation. The prime minister denied that he was calling into question the Labour leader's patriotism. He claimed that competence and the determination to take the decisions necessary to keep defences strong were at stake.

Mr Major suggested that Mr Kinnock's post-1987 conversion to keeping Trident as long as other countries retained nuclear weapons was only skin deep.

Douglas Hurd, the foreign secretary and Tom King, the defence secretary, joined the attack. Mr Hurd accused Mr Kinnock of "making policy on the fly" and stirring up the Falklands and Argentina in a British Forces Broadcasting Service phone-in, in which he indicated a willingness to negotiate on the dependency's future if the islanders wished.

Mr King highlighted what he claimed was the threat posed to jobs and the defence industry by an incoming Labour government. The government was investing £6.5 billion in new military equipment such as Challenger II tanks and Type 23 frigates, he said.

Mr King accused the Liberal Democrats of hypocrisy over defence. The party wanted a defence review and a freeze on new equipment contracts, but not in Paddy Ashdown's Yeovil constituency, where the Merlin anti-submarine helicopter was to be made.

Fox hunt pledge 'broken'

By Arthur Leathley

NEIL Kinnock was accused yesterday of breaking Labour's manifesto pledge of a free Commons vote on the future of fox hunting by voting to ban the sport.

Mr Kinnock said during a radio phone-in programme that it would be a Labour government's policy to ban fox hunting. He was backed by Ron Davies, the party's rural affairs spokesman, who said: "We will introduce legislation which will ban hunting of all five quarry."

Angela Rumbold, Home Office minister, said: "We have always believed that such an issue should be decided in parliament by individual members. I understand Mr Kinnock has hardened his view, which possibly shows another instance of the Labour party being unable to hold to its manifesto pledges."

Labour later said that Mr Kinnock could make such a firm commitment in the knowledge that no Labour MP would oppose a ban. In February, when a private member's bill outlawing fox hunting was narrowly defeated in the Commons, no Labour MP voted against it.

Labour believes that its opposition to hunting could be a vote winner in some marginal constituencies. Pro-hunt campaigners say the Tories could benefit from the threat of a ban, which they say would jeopardise rural jobs.

Labour and the Liberal Democrats said that they would phase out battery cage egg production after agreement was reached with other European countries. David Maclean, the food minister, said that the Tories would press for better battery farm conditions.

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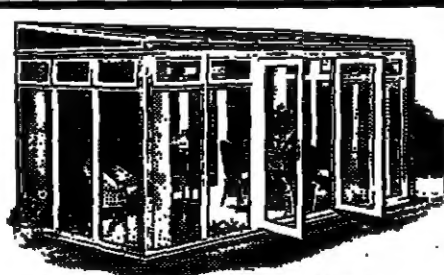
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Adds valuable space and increases the natural light in your home. Constructed from the finest kiln-dried hardwood, with 'bronze' finish aluminium sliding doors. Available in 3 sizes, now from only £4,999 (WAS £5,499) Model EGGG.

Example shown with 1 vent:— Model E2GGV 12'1 1/2" (3695mm) wide x 8'7 1/2" (2626mm) deep x 8'4 1/2" (2559mm) high. WAS £5,499.

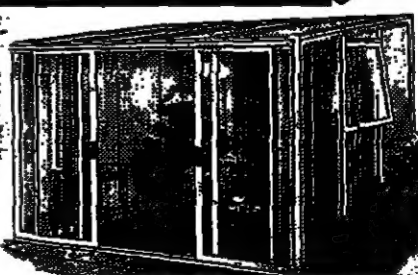
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The "Lecon-fo" is given a striking new slant with a versatile uPVC design. All panels feature a screen printed opening vent. Available in 4 sizes, now from only £2,799 (WAS £3,499) Model MGGG.

Example shown:— Model M4GG 15'5 1/2" (4750mm) wide x 11'1 1/2" (3383mm) deep x 8'10 1/2" (2450mm) high. WAS £3,499.

NOW ONLY £3,699

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With its simple shape and smooth lines, built in aluminium it features double opening sliding patio doors. Available in 3 sizes.

Example shown:— Model R0R1 11'5 1/2" (3496mm) wide x 8'6" (2590mm) deep x 7'6 1/2" (2300mm) high. WAS £3,499.

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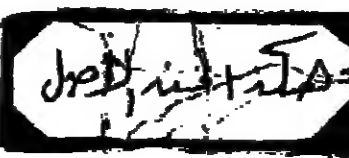
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policy all of a ideal

as the forces of
Labour's shift
medicines for all

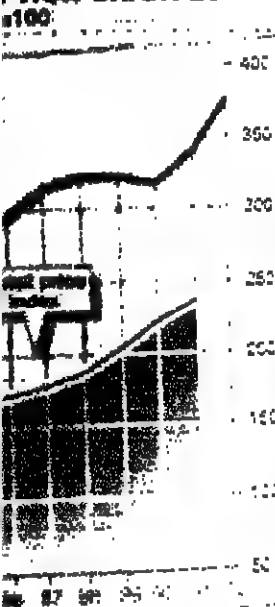
The increase is accounted
by new drugs for the
surgery. The rise in the pro-
portion of prescriptions that
are exempt from charges re-
flects that development and is
the result of government
policy.

The proportion of the
NHS service drug bill covered
by prescriptions has grown from 33
to 37.7 per cent over the same
period.

The Conservatives defend
the charges on the grounds
that "those who can afford to
pay should make a small
contribution to the increasing
demand on the NHS". Lab-
our appears to have accepted
this argument. Abolishing
charges would cost £240 mil-
lion to allocate a problem
which only a small propor-
tion - the "nearly four" -
if the one sixth of prescrip-
tion recipients who pay
charges. In addition, abo-
lition might increase demand
for prescriptions, pushing up
the health service drug
bill.

It is almost 40 years since
prescription charges were in-
troduced, by a Labour gov-
ernment in June 1952. The
move provoked the resigna-
tions of Nye Bevan, founder
of the health service, and
Harold Wilson, future prime
minister. But until 1983, as
Labour, under Wilson, con-
tinued its abolitionist stance
again. It has taken the party
another quarter of a century
to admit that they are not to
stay.

SCRIPTION CHARGES

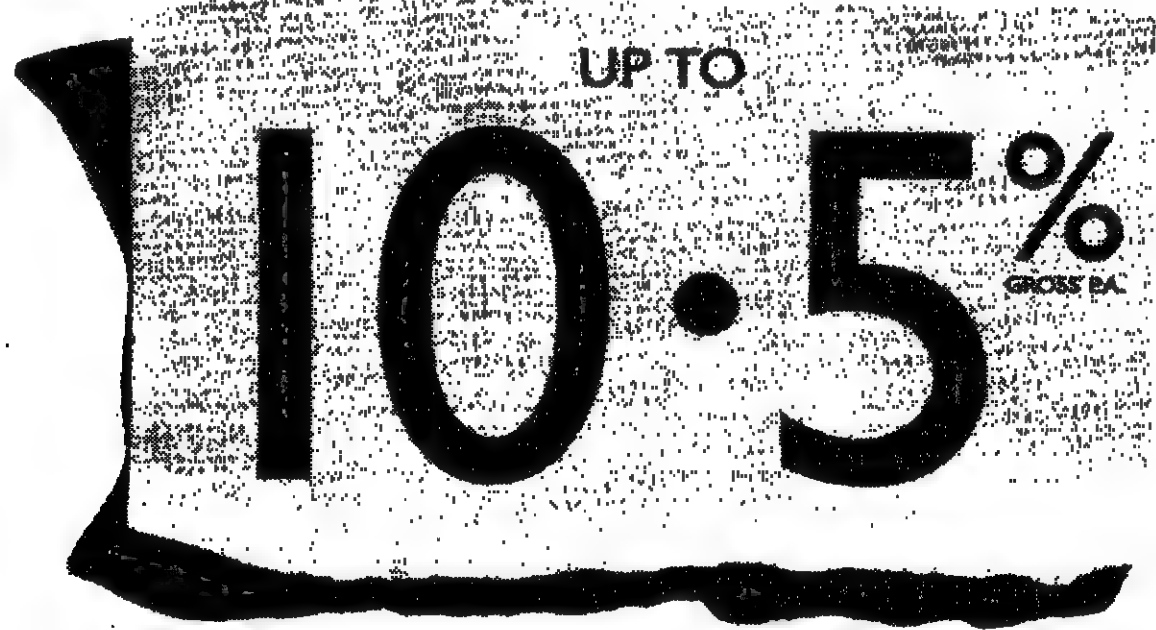


When you retire, have more to live on than your memories.

Fox hunt pledge 'broken'

By Anthony Olden

NEIL Kinnock was
yesterday accused of
Labour's manifesto
of a free Commons
of a free Commons
viewing to, but the
Mr Kinnock
a radio phone
programme that
Labour govern-
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was banned by the
the party's
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will introduce
which will ban
all five quads.
Angela Kinnock
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they won't pay the bills.

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can you guarantee your standard of
living won't also disappear?

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choose from, all of which give you
an excellent return on your money.

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p.a. (6.53% net p.a. if you're a basic
rate taxpayer) for an investment of
£1,000 up to 10.50% gross p.a. (7.88%
net p.a.) if you're fortunate enough

to have £50,000 or more to salt away.

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money in a hurry, you can take it out
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on the amount withdrawn.

Alternatively, if you give us 90
days' notice you can withdraw your
money without loss of interest.

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much to look forward to as you
have to look back on.



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Charmer
spreads
the green
gospel

WINCHESTER

77 result: J E D Brown
32,195 (52.9%), J L
MacDonald (NDP) 28,114
(45.2%), J L C. Jones
(Lib) 4,028 (6.5%), M J P
Walker (UUP) 56 (0.09%)
Conservative majority
7,770 (12.2%)

BY MICHAEL MCGARTIN

Mr. Brown, a former
minister and a member of
the House of Commons, has
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the Conservative Party since
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A Winchester resident
who has been a member of
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Seven days to choose between Daimler man and the soapbox



Cunningham: positive
tone above dogfights

WITHIN 90 minutes of Tuesday night's poll results, Jack Cunningham had called Labour strategists together. Initial elation was followed by a hard-headed assessment of how Labour could make Neil Kinnock uncatchable.

The party opted for a positive tone that would set Mr Kinnock above the inevitable dogfight between the Conservatives and the Liberal Democrats. The final two party political broadcasts and all the remaining press conferences would set out Labour policies.

It began yesterday with the return to health and the Sheffield rally. Today Mr Kinnock will delay his daily press conference to mid-morning to gain maximum exposure and launch the last week of campaigning with an "it's time to decide" appeal.

Mr Kinnock wants his team to appear as the government-in-waiting.

"The more we stay out of any slanging match that develops between the Liberals and the Conservatives, the more it looks as if it is Labour that has the positive policies to tackle Britain's problems, the more likely we are to pick up those undecided voters who may think it is time to give us a chance," a senior Labour source said.

In the Tory camp there are no outward signs of panic but a grim recognition of the party's predicament. Mr Major, apparently accepting that mistakes have been made in his campaign, vowed yesterday to continue his soapbox style until polling day and added, almost in an aside: "Perhaps we should have started it earlier. I don't know."

Conservatives defended their decision to stage the press conference on defence, even though yesterday

As the three main parties enter the final week of campaigning, Philip Webster assesses their leaders' strategy, style and stature

marked the start of the latest wave of hospital opt-outs and might have given the party a chance to dent Labour's health advantage. The Conservatives' own health conference last week was taken over by the Jennifergate controversy.

"We believe it is right to run defence today. That has always been a part of our strategy. We had a party political on defence last night and this is the obvious time to run it," an official said.

Some Tories believe that Shaun Woodward, director of communications, has been unfairly blamed for key campaign decisions. The decision to highlight defence yesterday, for example, was made

stage. Douglas Hurd had to draw aside Edward Heath and tell him he was 12 points behind. Mr Heath won by 45 seats.

In the last days Mr Major will concentrate on traditional Tory issues: law and order today and a renewed assault on taxation, economic management and the trade unions.

A key question for the Tories is how they exploit Mr Kinnock's low personal popularity rating. They want to drive home the message that he has changed his mind on so much that he cannot be believed now.

The Tories will also seek to exploit Mr Major's advantage as the incumbent prime minister.

They will emphasise his stature as an international statesman and, by implication, the limitations and inexperience of his challenger. One of the frustrations of the

past two weeks for Mr Patten and his team has been the failure to set Mr Major apart from Mr Kinnock. As the campaign has progressed, the Labour leader has come to appear more the prime minister and Mr Major, with his soapbox and megaphone, more the challenger.

Edwina Currie, the former health minister, picked that point up yesterday: "John Major in his Barbour is all very well but he looks like the opposition leader and Kinnock is smoothing around in a Daimler."

Some senior Tories are nervous about the assault on the Liberal Democrats. They fear that more "negative campaigning" may rebound on the Tories, luring away potential supporters and giving the impression that the government is thrashing around in a vain quest for votes.

Tories let the tensions show

Parkinson criticism upsets Smith Square

BY ROBIN OAKLEY, POLITICAL EDITOR

CONSERVATIVE tacticians were divided yesterday about the reasons for the sudden Tory slide in the opinion polls and the opening up of Labour's lead. Some accepted the poll evidence that Labour's dominance on health issues and the higher profile given to the national health service over the past week was responsible. Others blamed the wobbles within their own ranks.

The agonised reappraisals of tactics last week and the anguished scurrings of the Tory brain pack never assumed the proportions of the famous "wobbly Thursday"

of Margaret Thatcher's last campaign. Or, if they did, the hungry media has not yet dug up the evidence. Relations between Smith Square and Downing Street are infinitely better this time. Little real blood has yet been split.

But the Tories have been damaged, some of their doughtier campaigners believe, because they allowed those tensions to show. They began to look unravelled in the way the Labour hierarchy has done in past campaigns and the public retains a deep prejudice against divided parties.

There is real anger in cen-

tral office over the comments on the Budget and the campaign from Cecil Parkinson, the former party chairman, and the "constructive criticism" doled out to the media by Brendan Bruce and Harvey Thomas, two former party image makers dumped by the Patten/Major regime and with an understandable interest in seeing their successors flop. Omerit it hasn't been. "Cecil should be nailed to the wall," one party adviser said.

In fact, as the prime minister was quick to point out yesterday, there has been little upward movement in Labour's vote. It is an advance in the Liberal Democrat support that has done the damage.

As Des Wilson, the Liberal Democrats' campaign director, said with a touch of superiority yesterday, all those who were asking about a supposed squeeze a few days ago are now asking them to explain a surge instead. But, whatever the explanation of the movement in the polls, the Conservatives are left with a dilemma.

At the start of the campaign most Tories (although not those like the party chairman in Bath with a Liberal Democrat's breathing down their necks) looked forward to a mild Liberal Democrat revival to split the anti-Conservative vote, as the Alliance had done at the past two general elections. Last autumn every time the Liberal Democrats advanced, Labour fell back. But this time Paddy Ashdown's troops have gained ground at the expense of the Tories. So how do they counter that without indulging in the kind of negative politics that have already helped to get the Liberal Democrats up to 20 per cent in the polls?

Mr Wilson's delight in the prospect yesterday was clear. In effect he was saying, "Go on, hit us again."

But when I put that to the prime minister his response was clear. The Tories see a hung parliament of any kind as a Labour victory and his answer confirmed that they are going for the squeeze.

The choice, he said, was between a Tory government led by him and a Labour government led by Neil Kinnock. "Unless people vote directly for a Conservative candidate, they will end up with a Labour government, whether they vote Labour or vote Liberal. There is no soft option."

The question, some Tory campaigners admit, is whether, with the Loony Left marginalised and the unions out of sight they can make a convincing bogey out of Mr Kinnock's now sanitised, safety first Labour party.



All smiles: Mike Hancock, Liberal Democrat candidate for Portsmouth South, with non-voting members of the local community

Greenest MP is chosen

BY JOHN YOUNG

CONSERVATIVES come top and bottom of a survey which claims to discover the "greenest" and least green MP of the last parliament.

The most ecologically minded member was Patrick Cormack, who is seeking to retain the normally safe Conservative seat of Staffordshire south. The least so was Sir Teddy Taylor, defending a similarly large majority in South-east.

Country Life magazine sent questionnaires to every sitting MP seeking his or her view on the countryside, agriculture, the environment, planning and the arts.

In the results published this week, Mr Cormack scored well on planning issues, such as his opposition to new roads, new settlements in the countryside and more high-rise building in cities.

In contrast, Sir Teddy opposed action to reduce emissions from fossil fuel burning, a requirement that electricity companies should make greater use of renewable resources, and the establishment of a new environmental protection agency.

Members of the commission are discreet but it can be confidently said that they fear that if Sir Richard or any tabloid editor tempted to name those names had their way, the British press would quickly be sentenced to statutory control, whether the winner next week is John Major or Neil Kinnock.

POLLWATCH by Ivor Crewe

Electoral record waiting to break

IF THE recent clutch of polls is correct one electoral record or another will be broken on polling day. Either Labour will sweep to power with the largest swing for any party since 1945 or the Conservatives will stage an unprecedented recovery for any government during a campaign.

The Labour lead on Terrible Tuesday averaged 5 to 6 per cent. The Conservatives therefore need a favourable swing of 2 to 3 per cent to remain the largest party in a hung parliament and of almost 5 per cent to retain their overall majority. No party in office has approached such an achievement in an election campaign, let alone in the final ten days.

In fact John Major took an enormous risk in calling the election when the parties were level. Support for the government normally falls during the campaign. The opposition parties receive a sudden boost of television coverage while government politicians find themselves attacked by two or more opposition representatives on "balanced" panel programmes.

The only exception to this pattern since 1959 (the first time polls were numerous enough to measure campaign trends) was the 1979 election, when the Labour government, recovering from the electorally disastrous winter of discontent, narrowed the opening Conservative lead of 10 per cent to 7 per cent by election day. Even then it was not the Labour government's support that increased but Con-

servative support that slipped, to the Liberals. That aside, voters have swung against the government in six elections and not moved in one direction or the other in the other two. The one crumb of comfort for the Conservatives is that four of the five out-going Conservative governments since 1959 have enjoyed a modest swing back to them in the final ten days of the campaign, the exception being February 1974. But the emphasis is on "modest": the average swing has been well below 1 per cent. Could the polls be exaggerating the Labour lead? The chance of three consecutive "rogue polls" is 8000 to 1.

The Conservatives' negative campaigning against Labour has evidently failed. It is not obvious why the Conservatives' double-negative campaigning against the Liberal Democrats as well as Labour should fare any better.

Ivor Crewe is professor of government at the University of Essex.

Election	C	Lab	Lib	Swing
1959	+0.7	-1.5	+0.4	+1.1
1964	-2.1	-3.0	+4.4	+0.8
1966	-0.4	-2.2	+1.0	-0.8
1970	+1.7	-4.5	+1.6	-3.1
Feb 74	-3.8	-0.1	+2.9	-1.8
Oct 74	-2.3	-0.3	+1.8	-1.0
1979	-2.9	-1.6	+3.6	+0.7
1983	-1.0	-1.6	+2.8	+0.3
1987	+0.9	-0.8	+2.3	+0.9
Avg	-1.0	-1.7	+2.3	-0.4

Figures show the difference between the vote for each party in the election and its mean support in polls conducted between nine and 11 days earlier. Swing figures represent the swing for (+) or against (-) the government.

MEDIAWATCH by Brian MacArthur

Sex smears that would end in tears

One former Tory MP, exposed by *The Sun*, has already resigned from this election after admitting to an act of indecency — but at least four famous candidates will be deeply relieved next Friday if they survive the campaign without being exposed in a sex scandal.

Although there are dosiers on all four in editors' offices, and each is aware their names could be splashed across the front pages, sex smears have not so far featured on the Fleet Street agenda, but the temptation to play dirty may increase if Labour retains its present widening lead in the polls. A letter to *The Times* yesterday revealed that the

rich to investigate politicians' sex lives still exists and is sometimes prompted by a proprietor rather than an editor. One reason for the absence of scandals may be the balance of terror in Fleet Street. If *The Sun* was to launch a sex smear against a prominent Labour candidate, the *Daily Mirror* has the ability to respond instantly with a similar smear against a prominent Tory.

It is more likely editors realise a quick front page thrill will mean a life sentence — a bill for a statutory law of privacy. As Lord McGregor of Durris, Press Complaints Commission chairman, has said, newspapers are on probation.

Over the past 15 months, the commission has alleviated

the universal parliamentary disquiet about newspaper standards that led three years ago to demands for a law of privacy and a statutory right of reply. But "salacious larding" of reporting with irrelevant commentaries on the private lives of public figures could destroy that newly-found confidence in self-regulation, he has told the Newspaper Publishers Association and the Newspaper Society.

After that warning, a *Times* letter from Sir Richard Storey, a former member of the Press Council and president of the Newspaper Society, writing in a personal capacity, was all the more surprising in insisting it was an editor's duty to seek

and publish whether a candidate was, for example, a homosexual or a Christian.

There is no doubt where the commission stands on the exposing of homosexuality. Its privacy clause says intrusions and enquiries into an individual's private life are not generally acceptable and publication can be justified only in the public interest.

Members of the commission are discreet but it can be confidently said that they fear that if Sir Richard or any tabloid editor tempted to name those names had their way, the British press would quickly be sentenced to statutory control, whether the winner next week is John Major or Neil Kinnock.

Free with The Times:
in the interests
of a better turn-out.



This Saturday, there's a 32-page fashion extra, along with the Weekend Times, the Saturday Review and, of course, full election coverage.

THE TIMES

Libyan marchers condemn sanctions

Gadafi threatens to turn off oil supply

BY CHRISTOPHER WALKER IN CAIRO AND MICHAEL BINYON

AS ANGRY anti-Western marchers yesterday in the streets of the Libyan capital, Tripoli, Colonel Muammar Gadafi threatened to use the powerful oil weapon in retaliation against the United Nations sanctions due to be imposed from April 15.

The Libyan leader, facing internal pressure to take a hard line told the Italian magazine, *Europeo*, that he would halt sales of oil and withdraw all business from those nations which obey the UN and impose sanctions against him. Experts said that Italy and France would be hardest hit if he carried through the oil threat.

"From now on the Libyan economy and politics march together," the colonel said at

his headquarters at Bab-Aziza. "Whoever does not support the cause of my people will not have anything, neither oil nor business."

Libya produces about 1.52 million barrels of crude per day, around 6.2 per cent of the output by the Organisation of Petroleum Exporting Countries. Diplomats have doubted that Libya would retaliate by cutting oil supplies as they bring in about 95 per cent of the country's income.

But senior Arab officials have been warning privately that the Libyan leader would hit out against the sanctions. "The embargo does not frighten us," Colonel Gadafi told *Europeo*. "In fact, we will twist it against those who want to impose it, France and England above all, which are simply pawns of the United States."

The Libyan news agency, Jana, reported that the anti-Western demonstrators, including students, marched to show their "anger and rejection of the unjust resolution adopted by the Atlantic alliance and formulated by the American administration, Britain and France." Western diplomats were reported to have sought meetings with the Libyan government to try to end the slow-down on oil exports reported by nationals from a number of countries, including Britain, wanting to leave before the air embargo is imposed.

The Arab world reacted with unaccustomed unity in condemnation of the UN decision and officials privately continued to try and find the elusive compromise which would save the Libyan leader's face. Decided by Arab states as a hypocritical example of Western-imposed double standards against a weak Arab world, the UN resolution has forged a rare consensus among the 21 members of the Arab League, who said the proposed sanctions could have "dangerous consequences".

Esme Abdel-Meguid, the league's secretary-general, refused to answer questions. But Arab sources predicted that the sanctions would spread instability throughout the Middle East and whip up renewed Islamic fundamentalist fervour against any moderate Arab regime which might try to impose them.

Moderate Arab nations like Morocco joined radicals like Iraq to dismiss the sanctions as unjust and inappropriate to the alleged crime. Arab officials from a number of countries, especially those adjoining Libya, hinted they were unlikely to be fully implemented. Nabil Sha'ath, a senior member of the Palestine Liberation Organisation, said he was exasperated by the "double standards" of the West in sponsoring UN sanctions on Libya but not against Israel. He said it was hypocritical and offensive that Chapter VII of the UN Charter, which authorises the imposition of sanctions, should be used against Iraq and now against Libya, but never against the Jewish state.

Diplomatic discussions were centred around ways in which the two Libyans, suspected of involvement in the Pan Am bombing over Lockerbie, might somehow be transferred indirectly to the West. But Arab League officials were reported to be reluctant to take responsibility for a handover which would be deeply unpopular in the Arab world.

The Libyan foreign ministry signalled that Libya remained ready to co-operate to reach a solution "based on the UN charter and the principles of international law". Douglas Hurd, the foreign secretary, said on BBC television yesterday that the pressures on Colonel Gadafi were building up "steadily but relentlessly". Britain was not going to forget about the case or let it go, but would have to wait and see what happened after April 15.

The Foreign Office yesterday issued a new travel advisory to the 5,000 British residents in Libya, underlining its warning of last month that they should leave the country before the UN air embargo comes into force.



Hands-on approach: former Israeli Labour party leader Shimon Peres hugs a supporter as he awaits results in the party's first-ever primaries yesterday

Israel accused of routine torture

FROM RICHARD BEESTON IN JERUSALEM

AT LEAST 5,000 Palestinian detainees a year face regular torture during interrogation by Israeli security forces, an Israeli human rights group charged yesterday.

In a report published here, the respected B'tselem organisation, which monitors human rights violations in the Israeli-occupied territories, said that army, police and intelligence interrogators frequently dehumanise their prisoners for long periods, beat them and deprive them of sleep, in clear violation of the International Convention

Against Torture that was ratified by Israel last year.

"We estimate that over the past year, at least 5,000 persons have been interrogated using these methods," said the report's co-author, Professor Stanley Cohen of the Hebrew University. "These methods have become so routine that detainees hardly bother to complain about them any more."

Professor Cohen said that unlike Syria, Iraq or Guatemala, where more serious violations occurred, Israel used the language of democracy to

anaesthetise the public into believing that something was being done when in fact there was still little control over the activities of the security forces, particularly that of the intelligence service Shin Bet. The organisation said that it was particularly concerned that few, if any, improvements had been introduced to interrogation techniques used by Israel in the West Bank and Gaza Strip, in spite of similar findings revealed by B'tselem in last year's report, which led to a series of official enquiries.

Angolan soldiers demob in style

FROM SAM KILEY IN LUENA, EASTERN ANGOLA

THE first Angolan soldiers to be demobilised in the Angolan peace process cheered the generals against whom they had fought a bitter 16-year civil war and broke ranks to turn their parade ground into an impromptu discotheque.

In front of a delighted Margaret Anstee, the most senior official from the United Nations in Angola, and international observers here on Tuesday, the battle-weary soldiers made no effort to hide their joy at leaving the armed forces as they whirled about the parade ground.

After weeks of bickering between the National Union for Total Independence of Angola (Unita) and the government, the start of the demobilisation of the 80,000 registered guerrillas and soldiers is the first sign that peace might hold. But they return to civilian life without much prospect of employment or retraining.

Nevertheless, although the 1,000 soldiers who were handed about 110,000 kwanzas (\$58) plus a plastic bag with a change of civilian clothes, had defended Luena in the 45-day Unita siege before the peace accord last May, they showed little bitterness to their former enemies.

In contrast, the 30 Unita guerrillas standing embarrassed on their parade ground as fighters still with the rebel army sang songs of praise to Dr Jonas Savimbi, their leader, greeted their departure from Unita with moody resignation.

General Ushie Unimna, the UN commander in Angola, said at the demobilisation ceremony: "It is essential to offer some hope of training and employment to the demobilised men. They will feel lost and frightened in the outside world. We have to make sure that the demob process goes ahead as planned and is successful or we will be just joking about peace," he said.

Angola has been allocated between \$60 million (\$35 million) and \$70 million by the UN to help with military monitoring, some reconstruction and elections this year. But UN officials compare this with the \$2 billion being spent on the Cambodian peace process, the \$600 million on Yugoslavia, or the \$430 million given to smooth Namibia's path to independence from South Africa in 1990.

Six die as township fighting erupts

Johannesburg: South African troops in armoured vehicles were deployed in an embattled black township yesterday after at least six people were killed and 23 wounded in heavy fighting between supporters of the African National Congress and the Inkatha Freedom party (Gavin Bell writes).

The superintendent of the main clinic in Alexandra, on the east side of Johannesburg, described the clashes with guns, petrol bombs and spears as the bloodiest and most sustained for six years. The victims included an off-duty policeman.

Tax drive

Peking: China's leaders have declared April as "tax propaganda month" in an effort to stop people beating up tax collectors. The publicity drive has been launched "to enhance people's sense of paying taxes", the New China News Agency said. (Reuter)

Child sex rises

Bangkok: More children are being forced into prostitution in Thailand because of a belief that younger sex partners may be free of Aids, officials said. But they said that 70 to 80 per cent of all young girls forced into prostitution were infected with it. (Reuter)

Pledge given

Delhi: The embarrassed Congress (I) government has pledged in parliament that it would "vigorously pursue" investigations into the 1986 Bofors bribery scandal which forced the resignation of Madhavsinh Solanki, its foreign minister. (AFP)

Killer convicted

Lima: An army lieutenant was given a six-year jail term, subject to approval by a higher court, for killing at least 30 peasants in 1985. Officials said this was the first time a Peruvian officer had been found guilty of human rights violations. (AP)

Weeding out

Nicosia: An Iranian review body dominated by President Rafsanjani has disqualified a third of the candidates for parliamentary elections on April 10. Radicals complained that many of the 1,100 rejected were opponents of the president. (AP)

Ship barred

Papeete: French authorities have barred the Greenpeace ship, Rainbow Warrior II, from refuelling in Tahiti after its failed attempt to protest against nuclear testing in the Pacific. The ship is heading for the Cook Islands. (AFP)

Bomb removed

Mexico City: A gift-wrapped bomb was removed from the offices of a Spanish travel agency here. A police spokesman was unable to comment when asked if the bomb might be linked to Eta, the Spanish Basque separatist movement. (Reuter)

Plan unveiled

Singapore: Seeking to develop an economy based on information and computers, Singapore unveiled a plan to turn it into an electronic island state with an advanced information infrastructure within 15 years. (Reuter)

Beaming ahead

Istanbul: Turkey, keen to win the hearts and minds of its Turkish cousins on the ancient Silk Road, began testing a new satellite television channel hoping to beat Iran to become "Central Asia's window to the world". (Reuter)

Vermont rejects Clinton

FROM PETER STOTHARD IN NEW YORK

BILL Clinton comforts himself each morning with the thought that the campaign cannot get any worse than this — can it?

Yesterday he lost the Vermont caucus race, coming in a weak third behind Jerry Brown (46 per cent) and the "don't know" (25 per cent); his 17 per cent support was only eight points above Paul Tsongas, who gave up the battle more than a week ago. The latest opinion poll puts his lead over Mr Brown from 20 points to nine.

Vermont is a tiny state with a reputation for bloody-mindedness. The Clinton team wrote it off their travel schedule long ago. The result, however, was not written off so easily on a day when the Arkansas governor was once again pilloried by the New York media and plagued by doubts about his honesty.

According to the New York Post columnist, Mike McAlary, "Bill Clinton has done more to bring the people of New York together than any politician in modern history: everywhere you go people say the same thing: he's too big a lie to swallow."

The newspapers cite a daily litany of alleged deceptions over Jennifer Flowers, Hillary Clinton's business interest, marijuana use, and corrupt campaign contributions.

Mr McAlary exaggerates: that is his job. He is a close friend of the New York governor, Mario Cuomo's family: the Cuomos feel about the same goodwill to Clintons as Jets to Sharks. But the cumulative impact in New York is clear enough. Tell an off-duty worker that the crush of cameramen is for Bill Clinton and she looks as though she will throw up in her bag.

Mr Clinton's response is to debate with Mr Brown and attempt to show himself to television audiences. On Tuesday the candidates discussed "urban issues" — today's euphemism for Aids, homelessness, drugs and drive-by shootings. The result, according to the mostly black borough mayors who listened, was stalemated. Both said the words their audience wanted to hear — "more money".

Mr Clinton said his "yeses" cautiously: Mr Brown said his "yeses" with contemptuous speed. Neither met the streetwise standards of Newsday's columnists, Gail Collins, spoke of "two country boys lost in the city".



Meguid: Arab League showing rare unity

Zimbabweans stampede for food

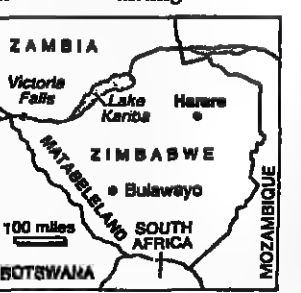
President Mugabe's political future is at risk after exacerbating food shortages by making policy mistakes, Jan Raath writes from Harare

ZIMBABWE'S drought and food shortages have become so critical that they have begun sparking off violence. At Nkulumane township in the western city of Bulawayo, mobs smashed the windows of a store as they stampeded to get at a small stock of maize meal, the city's daily newspaper reported yesterday.

Violence has been expected after three weeks of drastically rationed supplies of maize meal, the affordable basic diet of nearly all of Zimbabwe's 11 million people. In urban areas all over the country, thousands of people spend days on end waiting outside supermarkets and stores for the arrival of a truck delivering meal.

Drought is ravaging crops throughout southern Africa this year, and the rainy season, from November to March, failed to materialise in many parts of Zimbabwe. But it is not just drought and widespread crop failure that is to blame. The government

was warned by the United Nations Food and Agriculture Organisation in July last year that low maize production — the result of farmers abandoning maize growing because of poor state-controlled prices — would see stocks run out early in the year. President Mugabe dismissed the warnings.



The food situation has thrown the country into a political dilemma which Western diplomats say poses a severe threat to the continuing rule of Mr Mugabe's Zanu party. Looking tired and strained, he went on holiday on Monday to Ireland leaving the nation in the care of Joshua Nkomo, the vice-president.

Urban areas offer some bread as an expensive substitute to *sadza*, the sticky porridge made from the maize meal. But in the rural areas there are few alternatives. Ziana, the national news agency, reported from Muzarabani in the north that villagers were reduced to a diet of silt and the pith of the fruit of the baobab tree.

Innocent Kaseke, acting national executive of Christian Care, the largest charitable body involved in famine relief, says there have been reports of starvation. "In a matter of a few months we will be experiencing the problems that we have seen in Ethiopia," he said.

Senior grain industry sources say stocks of Zimbabwean-grown maize have run out.

Blackout stopped: Zimbabwe has been stopped temporarily from severely disruptive power cuts due to be introduced tomorrow to conserve the little electrical power available following a record low flow of water in the Zambezi river harnessed by the Kariba power station. The national power utility said it had made a last-minute agreement with Zambia and Zaire to import 240 megawatts from their respective national grids for one month.

Leading article, page 17

Setback for Li Peng as deputies amend report

FROM CATHERINE SAMPSON IN PEKING

LI PENG, the Chinese prime minister, has suffered a blow to his prestige in the parliamentary presidium, which has revised his government work report, adding a controversial commitment to fight against left-wing cadres or hardliners.

The issue of "leftism" has become the centre of a fierce power struggle, in which Deng Xiaoping, the senior leader, has emerged from semi-retirement to attempt to silence radical reformers who oppose radical reform. Since the annual session of the National People's Congress opened almost two weeks ago, the already unpopular prime minister has been under fire from Mr Deng's supporters for his failure to endorse Mr Deng's attacks on hardliners. The Peking-backed *Da Gong Bao* newspaper, published in Hong Kong, yesterday reported that the presidium had added a sentence to Mr Li's work report before approving it, attacking the left wing. Mr Deng is one of the members of the presidium, but he is not known to have attended any of the meetings.

The newspaper said that some deputies attending the meetings were dissatisfied with Mr Li's work report, because it did not include Mr Deng's phrase about resisting leftism. The final version of the work report, which will be voted on in secret ballot by all parliamentary deputies tomorrow, has not yet been released.

Analysts believe that if there are a large number of votes opposing the work report, or substantial revisions are made to it, this will be seen as a vote of no confidence in Mr Li.

Walesa pays respect

President Walesa yesterday visited the former Dachau concentration camp where thousands of Poles died at the hands of the Nazis during the second world war. Visibly moved at the start of his five-day visit to Germany, he said: "It is our duty as citizens of Europe always to remember that people were killed here."

The 1992 European Women's Prize has been awarded to Juliet Lodge, who teaches European integration and heads the European Community research unit at Hull University. She was given the prize for making the European Community better known to the public.

The evangelist Billy Graham has arrived in North Korea for a five-day visit during

which he will preach at new Protestant and Catholic churches. Mr Graham, said it was the first time an outside evangelist had been invited to preach in North Korea since the peninsula was divided after the second world war.

Leonette Scott, who played Tisha in the film *Boys n the Hood*, has been placed on probation for four years for carrying cocaine on an American domestic flight.

Jazz saxophonist Branford Marsalis, who takes over in May as musical director of *The Tonight Show*, has written a new theme song for the late-night NBC talk show, but said: "It's not listed in my top 20 favourite songs, but it suits the purpose."

Junta troika keeps its peace on Falklands war

Leopoldo Galtieri and his generals still refuse to talk about Argentina's war with Britain, Gabriella Gaminí writes in Buenos Aires

General Galtieri, aged 67, was tried and sentenced to 12 years imprisonment for "mismanagement of the war", he only spent six years in jail and is now a free man and lives a quiet life on a military pension of \$1,600 (£941) a month.

An amnesty issued by President Menem in December 1990 to all military officers accused of human rights violations during the dictatorship of the 1970s and the early 1980s, included General Galtieri's mismanaged war. Also freed in the amnesty were General Jorge Anaya of the navy,

and Basilio Lami-Dozo of the air force, who made up the trio of the junta which ruled Argentina at the time of the conflict.

While Argentine justice has absolved General Galtieri, many still hold him responsible for a war Argentina could never hope to win. "People around here do not really say hello to him. He is regarded as a man who risked many of our young soldiers' lives and led us into a war which we could never win," said a shop owner.

Local historians and analysts claim that General Galtieri sent his troops to



Galtieri: quiet life and no interviews

already other military heads vying for his presidency, while economic problems beset the government.

It is also thought that much of the pressure for war came from General Anaya who is believed to have planned the invasion months before. General Anaya has also refused interviews and lives in retirement in the Buenos Aires suburb of Martinez. He has never explained his involvement in the war.

"The navy prefers him not to talk because his very nationalist feelings are no longer what we want to express," said a navy spokesman.

The air force's General Basilio Lami-Dozo has also refused to speak about the war, but he was always considered to be the most moderate of the junta trio. The

Malvinas, the name used by Argentina for the Falklands, have always been a very sensitive issue, arousing nationalist feelings.

The government of President Menem now considers the war a mistake. Señor Menem said he would continue to press for Argentine sovereignty, but through diplomacy. "I am fully responsible for the amnesty which freed military leaders. But I disagree with the way the country was led into war," he said.

A foreign ministry official said: "We had nothing to do with the decisions of the military leadership. We consider the war a bad memory, something which set back any negotiations we could have had, by years. We have made a complete break from the past."

Simon Jenkins, page 16

Ten years on: a re-examination of the political failures that led to the Falklands war

A very British cover-up

Simon Jenkins on how the Franks report let the government off the hook over the Argentine invasion

Of all professions, politics learns least from its mistakes. The Falklands war began ten years ago today. A thousand lessons have been drawn from it, lessons about military tactics, naval equipment, press censorship. But on the overriding question of how this extraordinary war was ever allowed to happen, there has been silence. In the aftermath of victory, the British government asked Lord Franks to report on its performance. His famous exoneration was duly received and the matter considered closed.

When I first studied the Falklands conflict in 1982, I concluded that on balance the sending of the task force was justified. Inhabited territory is the most treasured political commodity. Its sovereignty should not be changed by military aggression. If means exist to rectify aggression without disproportionate cost, then the state is right to employ them.

Today slightly different arguments would be used. Powerful states owe it to world order to resist expansionist dictators, be they Argentinian or Iraqi. British action restored self-determination in the Falklands (and incidentally in Argentina). Thus it was justified.

The question of proportionality is harder. Britain came ominously close to losing the Falklands war, or at least to being thrown wholly upon America's military charity. As military strategists have since admitted, the venture was reckless and the risk to the democratic cause considerable. But victory makes every pessimist a traitor and every opportunist a hero.

What cannot be sustained is the Franks committee's exoneration of the politicians. His famous final words were: "We conclude that we would not be justified in attaching any criticism or blame to the present government for the decision to commit its act of unprovoked aggression in the invasion of the Falkland Islands on 2 April 1982."

What have ten years done to that conclusion? It was written in the heat of victory and the authors saw no virtue in puncturing military glory. It took its evidence on Argentine motives and strategy only from the British Foreign Office. This evidence indicated, ludicrously, that the invasion was dreamed up by the junta overnight on March 30 or 31. Thus Franks was able to present it as a bolt from the blue, unpredictable and unpreventable. Seldom can a committee have so willfully decided to fool itself.

Even when Franks was sitting, material on the Argentine invasion plan was emerging. In the past ten years this material has become a flood. Some 80 books have been devoted to the war in whole or part, along with a similar number of reports and articles, roughly a third of them from the Argentine side. Admirals Lombardo, Anaya and Busser have all contributed explanations and apologies, as has the Buenos Aires foreign minister, Costa Mendes. Judicial enquiries in Buenos Aires have been exhaustive and, on the whole, objective.

The Falklands war is rare among modern conflicts in the degree of self-examination by both sides. We can now watch action and reaction moving towards parallel crises in London and Buenos Aires in those early months of 1982.

That the Argentine invasion was, as Franks says, "unprovoked" is both true and beside the point. It would not have happened without a serious breakdown in British diplomatic and military co-ordination in the later months of 1981, followed by an equally serious failure of reactive intelligence in March 1982. These deficiencies were aggravated by a Whitehall climate in which ministers felt unable to convey their worries frankly to Downing Street.

Britain knew at the time that Argentina had no scruple about using force to seize the Falklands. But Argentine plans to do so, dating from the early 1970s, were always based on careful assessment of Britain's response. This assessment changed in 1981 with the withdrawal of HMS Endurance, the running down of the surface fleet and the willingness of the Foreign Office to consider "leasing" the islands from Argentina.

No Argentine assessment considered that Britain would send a fleet to recapture them, nor did any British navy plan consider such an operation in advance of the task force. A defence ministry paper on the subject early in 1982 dismissed recapture as near inconceivable. Even when seizure was imminent, nobody in Downing Street suggested an ultimatum threatening recapture. Not until the invasion was an accomplished fact and the First Sea Lord volunteered his fleet did war become a serious option. The left often accused Margaret Thatcher of deliberately "drawing Caligari onto the punch". This is absurd, but Costa Mendes could be forgiven for later thinking otherwise.

We now know that there were two quite separate Argentine invasion plans. Operation Azul (renamed Rosario) was under the control of Admiral Lombardo, on the orders of Anaya, and was for a full amphibious assault on the Falklands in spring/summer 1982. Detailed planning of Azul commenced in December 1981 and moved into top gear when Britain merely protested at Buenos Aires' belligerent communiqué of March 2, 1982, following the breakdown of talks on Falklands leaseback in New York.

The March 2 communiqué was a clear signal from Buenos Aires of trouble, even after Costa Mendes had doctored it to avoid alerting British intelligence. Such Argentine military crossed a specific threshold to invasion mentioned in a British Joint Intelligence Committee (JIC) assessment of July 1981. The Foreign Office minute on that assessment clearly told ministers that they now had either to negotiate in good faith on leaseback or fortify the islands against likely invasion in 1982.

It is clear from Franks (and from my enquiries) that FO officials



The Franks Report Falkland Islands Review

Presented to Parliament by
the Prime Minister by
Command of Her Majesty

were frantic at Lord Carrington's failure to persuade his cabinet colleagues to resolve this dilemma. So worried were they that they laid out details of a remarkably similar crisis in 1977, which led James Callaghan and David Owen to deploy a submarine in the South Atlantic against possible invasion. Evidence from Buenos Aires indicates that such a deployment, if revealed, would instantly have alerted any invasion. The Argentine navy, however warlike, had a terror of British submarines — witness its reaction to the Belgrano sinking. Lord Carrington merely remarked that he "did not have anything like enough evidence to get a submarine out of defence".

The climate had changed since Lord Callaghan's day. From now on, each move, or failure to move, in London was monitored by the Operation Azul planning team in Argentina. This was no rush to war. It was a case of two nations trying to read one another's minds as they hoped for the best and failed to prepare for the worst. Britain's failure both to fortify the Falklands in 1981 and to react emphatically at the start of March 1982 was read as lack of commitment to the islands. (What Buenos Aires did not assess was how that commitment might change after an invasion.)

Had Lord Carrington made an issue of submarine deployment, it is hard to believe Mrs Thatcher would not have backed him against a reluctant MoD. On March 3 she annotated a note on the breakdown of the New York

talks, "we must make contingency plans". Five days later, she even asked John Nott, the defence secretary, about deployment. Nothing was done. Since nobody was pressing her (as David Owen had pressed Callaghan in 1977), she can perhaps be forgiven for not pressing anybody herself. But Lord Callaghan's comment is hard to dispute: "This was a war that need never have happened if proper precautions had been made."

From this point on, a syndrome known to American analysts as cognitive dissonance came into play in London. As the Argentines became more and more convinced that Britain did not care about the Falklands, the JIC watched its alarming July 1981 assessment unfolding to plan. There would be a loss of Argentine patience, then belligerent noises from Buenos Aires, then trial landings on lesser islands, then a possible direct assault later in the year. The assessment impressively reflected the actual contents of Operation Azul (dated for May 15-July). Yet as each threshold was crossed, the JIC never felt obliged to sound an alarm. Analysts do not show alarm: that is for ministers.

Dissonance now set in. The intelligence hierarchy began to decay evidence that its scenario might be right in content but wrong in timing — the occupational disease of all espionage. A letter of March 2 from Colonel Love, Britain's defence attaché in Buenos Aires (who came closest to alerting London of Azul's existence) was comprehensively dismissed. The MoD saw him as part of the "Endurance lobby", having been put up to it by the FO. The FO (whose officials emerge with least discredit from this period) saw him as merely confirming their own fears and the impotence of their ministers.

However, in mid-March both the JIC assessment and Lombardo's Operation Azul collapsed together. What caused the collapse was Admiral Anaya's double-crossing of his colleague, Lombardo. Another long-standing Argentine navy plan, Operation Alpha, was directed at secretly occupying South Georgia under "scrap merchant" cover. This was timed for March/April. Marines would land and wait to see how Britain reacted. It was a "back door" invasion of the Falklands.

When Lombardo was told to proceed with Azul in January, he asked Anaya to promise to cancel Alpha. Clearly any crisis on South Georgia could lead Britain to reinforce the Falklands, deploy a submarine and forestall an invasion that Argentina knew had to be bloodless to be internationally acceptable. "One can't have Georgia in April and Falklands in July," Lombardo said emphatically.

Anaya's self-confidence was his undoing. Unwilling to upset the naval intelligence unit already planning Alpha, Anaya allowed the Constantine Davidoff scrap metal operation to go ahead on

March 19 with a landing at Leith. Lombardo, then still on holiday in Uruguay, was appalled, raced back to his office and was told on March 22 to bring Azul forward from May 15 to the end of March. Anaya had realised that a British submarine deployment might come at any time.

Britain's response on March 20 was the reverse of that of March 2, but just as influential in Buenos Aires. HMS Endurance was immediately sent from the Falklands to South Georgia to clear the "scrap merchant". This succeeded both in raising the diplomatic temperature and in leaving the Falklands unprotected by sea. Since Argentine planning required no bloodshed, this withdrawal of cover left Buenos Aires delighted.

More serious, within a week news was leaked that a nuclear submarine was being sent south from Gibraltar. The MoD was proud of this (inaccurate) leak. Yet it was incomprehensible in the light of current intelligence. The FO minister, Sir Richard Luce, says his secretary was physically sick when he heard it. A nuclear submarine was declared to be on its way; yet was not there. The junta was now under intense political pressure domestically and needed no further invitation. Azul was renamed Rosario, and on March 26 the invasion was given final approval.

It is now clear that British ministers should have taken the opposite decisions. They should have left the Alpha incursion on South Georgia undisturbed for the time being. They should have sent a submarine secretly but publicly, and they should not have moved Endurance from Port Stanley. By now there was enough intelligence, not least from Colonel Love and Endurance, indicating the feverish backwash of Operation Rosario. Yet every item of raw intelligence ran up against a wall of indifference in Whitehall.

Every historian of the period must beware of hindsight. Yet what must be remarkable is that at no point was Whitehall conducting diplomatic or military war games round the dispute in the South Atlantic. No interdepartmental committee was meeting. No navy planning existed. Most decisions were taken bilaterally between an individual department and Downing Street. It is ironic that Franks quotes a British intelligence report of March 24, 1982, describing a complete lack of "central co-ordination of policy in Buenos Aires", which was conducted from several quarters. He made no such comment about Whitehall.

What is eerie in reading accounts of Argentinean officers after the event, is that there could be so much activity on one side of the Atlantic with so little knowledge of it on the other. On March 28, a battle fleet complete with carrier group put out to sea (albeit under cover of "exercises") to attack a NATO power. In Buenos Aires, the British embassy, whose warnings had been disregarded by ministers, was burning documents prior to evacuation. Yet a fully staffed CIA station there was silent throughout.

By March 30, American signals monitors and Endurance intercepts were passing back to Cheltenham alarming news of activity. Yet on April 1, with an armada by

South Georgia. This went critical on March 19 with a landing at Leith. Lombardo, then still on holiday in Uruguay, was appalled, raced back to his office and was told on March 22 to bring Azul forward from May 15 to the end of March. Anaya had realised that a British submarine deployment might come at any time.

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then plainly advancing on British territory, dissonance was so complete that Cabinet Office staff were telling a frantic Foreign Office official to "get your minister off our backs" about the Falklands. Parallels with Pearl Harbour are not fanciful.

No, hindsight is not too harsh a judge. In retrospect John Nott failed to protect a British territory when his intelligence Red Book told him it was under threat. In retrospect, Lord Carrington should have made more of an issue of Fortresses Falklands in September 1981, or of a submarine in March 1982. But both ministers had other fish to fry in a Whitehall culture hostile to both departments.

Criticism can equally be made of a prime minister who disliked her cabinet's overseas committee as much as Lord Callaghan had. Downing Street then (as now) seemed so inured to the Treasury that ministers did not feel it worth arguing for such costly policies as Fortresses Falklands. But Mrs Thatcher at least demanded "contingencies" in her March memorandum — and was not obeyed.

Fewer allowances can be made for the intelligence arm of government, notably the JIC under Sir Patrick Wright. It appears to have behaved not as a supplier of independent intelligence and advice to ministers, but as a mix of postman and poodle, postman of raw intelligence and poodle of Whitehall's various lobbies. The precautionary deployment of submarines might have been made had JIC assessments been more alarming — in line with the growing alarm of their raw material.

The principle that the Foreign Office should chair the JIC was ended after the war. That body, staffed by soldiers and diplomats and short on lateral thinkers, had nothing like the clout it should have in the councils of government. It had less clout when overruled by fire ministers, most of them experienced in the arcane of intelligence.

The world is left with the old story told by Clausewitz. Diplomacy and military deterrence, the stuff of politics, failed in their joint task of averting war. An aggressor was left believing he could succeed in his aggression. Franks was wrong. Britain could have prevented the invasion, taken steps to stop it and kept possession of the Falklands.

For the past ten years this conundrum has remained untraced. There has been no study of why a shooting war which neither party anticipated or really wanted was not prevented. The answer of the American John Adams is perhaps the best: that while all other sciences advance, that of government "is little better practiced now than it was 3,000 years ago".

Politics offers few tools to study its processes. It concerns the interaction of people in which prediction or prescription is no more than a branch of chaos theory. Before the Falklands war — and in contrast to the similar 1977 crisis — politicians failed to do what they are supposedly best at: talk to each other, worry each other and draw on each other's experiences. A murderous and avoidable little war was the result.

Michael Joseph today revisits The Battle for the Falklands by Max Hastings and Simon Jenkins (£25).



...and moreover

CRAIG BROWN

Why did no one ever warn me that watching politicians on television can be dangerous? I had been watching news programmes and election broadcasts for three weeks and there had been no after-effects whatsoever. I suppose in retrospect, I was probably watching rather too much of Roy Hattersley, and that I should have balanced him with a bit of Prescott or even a dash of Mellor. But it is so easy to be wise after the event...

And what an event! Oh, the horror of it! Save me! Save me! But first let me take a deep breath. I will now try to explain everything from the beginning. Yesterday morning, I woke at roughly the same time as I always do, feeling much the same as usual. It was a morning like any other or so it seemed. I wondered to myself whether my wife would like a cup of tea. So far, so good. But as I started to ask her, I was horrified to discover the following words pouring out of my mouth:

"It goes without saying, and by all means correct me if I am wrong, though wrong I by no means conceive myself to be, and in the fullness of time we shall see for ourselves, that the options pertaining to your forthcoming morning inebriatory experience, clearly and simply expressed, are the following: either tea, that most underrated yet popular of beverages, or alternatively and on the other hand, that indubitably darker yet still immensely satisfying potation, namely coffee, freshly

brewed for preference." All the while, I could feel a knowing smile playing on my face. Hearing this unusual outburst, my wife, who had been asleep, turned in my direction. As she opened her eyes, a look of horror transformed her face.

"Oh my God!" she gasped. "Not Not You're Roy Hattersley! Aaaaagh! Get out! Get out!" Her terrified walls still echoing in my ears, I rushed to a mirror. The face that looked back at me was that of Roy Hattersley. How could this have happened? I had watched him three times on television the night before — once on Question Time, once on Newsnight and once in a party political broadcast — as well as on BBC Breakfast Time in the morning and on an all-party discussion programme in the afternoon. But no one had warned me that it would come to this. In desperation, I struggled to convince my wife that it was not Hattersley who stood before her, but me, her beloved husband, wrapped beneath an outer layer of Hattersley. But somehow the words came out all wrong.

"A little elucidation might very well be in order," I heard myself splutter in the familiar tones of Hattersley. Again that smug look flickered uncontrollably across my face. "For, contrary to popular belief — and popular belief can amount to an intolerable inconvenience to those whose decidedly more elitist, not to say sophisticated, angle prevents them from a

profoundly held understanding of —

"Shut up! Shut up!" screamed my wife. "I can't take any more! Out of my house, Hattersley! And don't you dare come back! And take all your profoundity and decidedness with you!"

Protesting loudly in words I would never have chosen "Charity obliges me to pass lightly over your more intemperate outbursts..." I found myself thrown out of my own house, to pace the countryside, alone and friendless, cloaked in the person of Roy Hattersley, perhaps forever.

At my approach, villagers I have known for years shy away from me, their faces racked with terror lest I shake their hands and engage them in election conversation. I have even found it difficult to buy food. No sooner have I begun asking for cornish pasties, perchance a veritable item of foodstuff that is both nutritious and delicious, a combination most satisfactory and, perhaps above all, tempting to my well-practised palate... than the shopkeeper has begun looking around for another customer to serve.

Have any readers had similar experiences? If so, perhaps we might arrange to pool our resources and live in an enclosed community, populated entirely by Roy Hattersleys. To everyone else, I would issue this solemn warning. Norman Lamont is expected on television five times today. Learn from my mistake. Wear protective goggles.

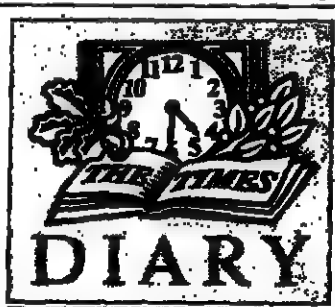
What odds? — or even...

WITH the Tories wobbling, so are the bookmakers. Yesterday for the first time, William Hill devised odds on just who will be leading the Tory party on December 31 this year. John Major remains favourite to hang on — but only just. The bookies offer no more than evens on the prime minister still being in command of his party come Christmas. Michael Heseltine is breathing down his neck at 2-1. Kenneth Clarke is at 5-2, and coming up on the outside at the comparatively short odds of 25-1 against is Margaret Thatcher.

But could it happen? Some of her supporters, while admitting they have not discussed the matter with the former prime minister, insist that it could. There are two possibilities. If the Tories lose and she declines a seat in the House of Lords, a Thatcher loyalist — perhaps an old trusty like Tom King — might stand down to allow her to return to the Commons at a by-election.

Alternatively, she might accept a peerage but then respond to a clamour for a change of leader by declaring her availability in the autumn and renouncing the peerage in the manner of Alec Douglas-Home. Now there's a thought. What odds on him making comeback?

Fresh from directing Labour's controversial broadcast on the health service, Mike Newell will be watching his latest production on BBC 2 this Sunday. A drama starring Miranda Richardson and Joan Plowright, it is called Enchanted April. Thanks at least in part to Newell's efforts, it looks increasingly as though for Labour supporters it will be.



Doctoring the charter

AS the Tories yesterday unveiled the Patient's Charter, a 60-year-old forerunner of the document has turned up in William Waldegrave's office — and critics of the health secretary's reforms should be grateful for the improvements. Dated 1930, the document now hangs outside the office of Waldegrave's colleague, Stephen Dorrell, the junior health minister. It does not worry itself with such irrelevancies as tender care. "Male patients are not to get into or out of bed (unless it is properly screened) when sister or nurse is in the ward." Patients must not sit up after 8.30pm, and all who are considered "able" are to rise at 6.15am for bedmaking. Patients are not to play games for money. "The infraction of any of these rules should render the patient liable to dismissal." It threatens — or, rather, promises. Expulsion would surely have come as a relief.

What goes next?

AFTER the rescue for the nation of his Holbein, fears are growing that Lord Cholmondeley may be preparing to sell other treasures from Houghton Hall, his Norfolk home. "It is clear the £10 million from the sale of the Holbein will not solve all the problems, and that

Lord Cholmondeley will have to consider other private treaty sales with the nation. There is no specific plan yet, but we hope one success may be followed by another, not tomorrow but in the course of the year," says Charles Allsopp, chairman of Christie's.

Top of the auctioneers' list, many suspect, is Houghton Hall's furniture by William Kent, who designed all the interior fixtures and fittings when the house was built for Robert Walpole in 1722. "The collection is one of the most



important in Britain. The house is very special because it's all of one design, an ensemble," says Georgina Naylor from the National Heritage Memorial Fund. "Houghton mustn't be split up. It must be preserved for the nation."

Fooled you

NEIL KINNOCK had more good news yesterday when an April Fool's prank led to the Tory candidate in his Islwyn constituency being disowned by his agent. Peter Bone, the candidate, yesterday published an opinion poll claiming that he was set to unseat Kinnoch with a one per cent lead. Sheila Organ, his agent was unamused. "I must dissociate myself

from this," she said. "He published it without my knowledge."

The candidate is unrepentant. "I gave the odd hint in my press release that it was a spoof. I said that it was conducted by AFD Polls. That stood for April Fool's Day Polls and the spokesman, Ken A. Strap, was obviously an anagram of prankster." But like Organ, Conservative Central Office failed to see the joke. "Mr Bone has a different sense of humour from our 644 other candidates," said a spokeswoman.

Despite his sense of humour, Bone, however, has been less than amused by the behaviour of his political opponents. "We have had phone calls from people saying they are Labour supporters threatening the safety of my children."

He does not blame Kinnoch personally, but says: "It's a bunch of hoodlums who think they are supporting Labour. One of our supporters, who is 67, had a bedroom window smashed for displaying a poster. He has boarded the window so he can carry on displaying it." Labour officers yesterday insisted the intimidation was nothing to do with them. Andrew Bold, of the Welsh Labour party, said: "Obviously we dissociate ourselves from such behaviour."

Tim Renton hosted a farewell party at Lancaster House this week for Lords Montagu and Charteris, and treated the astonished pair to a rendition of the old striptease song "Big Spender". The departing heads of English Heritage and the National Heritage Memorial Fund were certainly leading petitioners for government arts funding. But not everyone was amused when Renton burst into song: "Hey, big spender, spend a little time with me." Said one guest: "It's a song about prostitution, isn't it? Goodness knows what he was thinking."

Just, in fact



PROFITLESS TACTICS

How should those who do not want a Labour government vote? The answer is Conservative. Only in five seats could a tactical anti-Labour voter go for a Liberal Democrat in Blyth Valley, Islington South, Sheffield Hillsborough, Leeds West and Newcastle North. In these seats, the Tories have no realistic chance. Labour would lose them to the Liberal Democrats on an anti-Labour swing of 5 per cent. The fewer Labour MPs there are, the greater the chance that Neil Kinnock will not be the next prime minister.

Everywhere else, the only effective anti-Labour vote is a Conservative one. John Major and his colleagues yesterday grasped this uncomplicated notion. They managed with more passion than they have mustered for some time to warn lukewarm Tories of the perils of Paddy. The Liberal Democrats were a "Trojan Horse," Mr Major said. There were only two possible outcomes on April 9: a Tory government led by him or a Labour government led by Neil Kinnock. A vote for the Liberal Democrats was a "vote for Labour through the back door."

Tory candidates once learnt to lambast Liberals on their mothers' knees. The reason was that elections where the Liberals did well were elections that Labour won: October 1964 and both elections in 1974. Elections where the Liberals did badly were elections which the Tories won: October 1951 and June 1970. The lesson was clear: never be soft towards a centre party.

The 1980s were different. Labour set off on its Bennis Odyssey and Liberals and Social Democrats clearly split the anti-Tory vote. The more Liberals there were, the better it seemed to suit the Tories. Margaret Thatcher sailed to comfortable overall majorities on no more than 43 per cent of the popular vote, less than most of her predecessors. A few individual Tories were threatened by third force candidates, particularly in the South. But nationally, a split opposition admirably suited the Tory book.

This year is clearly different. Mr Kinnock's New Model Labour party has ditched the policies that put off its natural supporters while the Tory government is vulnerable to the hazards of longevity in office: accumu-

lated grievances, miscellaneous disappointments, incipient boredom, an undying inclination to "throw the rascals out".

From the autumn on, Conservative Central Office has been putting it about that a Liberal Democrat vote of about 22 per cent would be ideal. At that level, the Liberal Democrats would take votes from Labour but not seats from the Tories — they hoped. This would have been true on the assumption that Liberal Democrat votes came equally from Labour and the Tories. That is no longer the case. According to Mori's panel poll in *The Sunday Times*, the Liberal Democrats have taken 130,000 votes net from Labour, but more than twice that, 290,000, from the Tories. Labour's poll ratings have remained flat, while the Liberal Democrats have gained two or three points.

There is not much joy for the Liberal Democrats in this. On national figures, they are not polling well enough to hold all their current seats, though local and regional concentrations of support may help them. The main beneficiaries of their advance will be Labour candidates, taking Tory seats on the back of a reduction in the Conservative vote. A majority Labour government is thus made more likely.

Alienated Conservatives tempted to vote Liberal Democrat may find plausible reasons for doing so. They may like some Lib-Dem policy more than a Tory one. They may feel a large Liberal Democrat vote will moderate Labour policies in a hung parliament. They may even think in such a parliament, a Liberal Democrat block will keep the Tories in power but in desirable chains.

All this is self-deception. Every Tory deserting to the Liberal Democrats helps Labour to an overall majority. Even in a hung parliament, Mr Ashdown's current appearance of neutrality between the two main parties will count for nothing. The Liberal Democrats are likely to back Labour because only Labour will have any truck with proportional representation and a Scottish parliament. The result is the same in both cases: a Labour government. Those who want that should vote Labour. Those who do not should vote Tory.

SCARCELY ON TAP

Hungry mobs are rioting in Zimbabwe. Hospices will soon be banned again in much of southern England. Western states of America are angry with each other. The common element is water, or the lack of it. Nearly a quarter of all countries now have too little fresh water. Even rainy Britain is suffering its longest drought since 1745.

More merciful "gentle rain from heaven" would help. But that is hard to fix, even for witchdoctor rain-makers. Some scientists believe that global warming is already leading to less rain, and that what Britain is experiencing is a taste of more serious drought to come. If so, Britons must start valuing their water, not taking it for granted almost as they do the air they breathe.

At a United Nations conference in Dublin two months ago, representatives of 100 governments agreed that water must be treated as an economic good. Fresh water is finite and vulnerable to pollution. Too little of it causes disease as well as hunger, and is a fierce constraint on economic development. Yet huge amounts are wasted because its price does not reflect its value.

Irrigated agriculture accounts for about 80 per cent of all water used in the world. The UN estimates that in many schemes up to 60 per cent is lost on the way from the source to the plant. Grand irrigation projects are often so heavily subsidised that the crops they help to grow are worth less than the cost of bringing the water. Sometimes the schemes fail even to do the irrigation for which they were designed. Africa is littered with disastrous projects — dry canals, useless dams — that did little more than line the pockets of the officials who ordered them and the contractors who built them.

The shortage of water in Africa now threatens two-thirds of its population and is

likely to worsen. Boutros Boutros Ghali, the UN secretary-general, said in his former incarnation as Egypt's foreign minister that "the next war in our region will be over the waters of the Nile". The Aswan Dam has given Egypt almost total control over the Nile, the world's longest river. But that mastery will last only until countries upstream of Egypt decide to build dams for themselves. Ethiopia is the source of 85 per cent of Egypt's water. The politics of water may eventually become as cantankerous as the politics of oil.

As with energy conservation, frugality is the key. In Britain, 25 per cent of water leaks away before it even reaches the tap. And as charges for water are fixed, people use it carelessly. Industry has no incentive to recycle its water. More efficient distribution, more metering, and tougher regulation of industrial waste water would immediately help towards balancing supply and demand.

In America's western states, where water has become a leading political issue, a market has developed. Cities buy water rights from farmers who invest the money in improvements to irrigation in order to cut waste. In the Third World, the same needs to happen. Cities are overpopulated and undersupplied with fresh water. The lack of sanitation makes them fertile ground for disease. If those working the land were given an incentive to use their water more efficiently, urban dwellers would gain.

Water from the earth is a limited raw material like any other, and people should be encouraged to pay a proper price for it. Rain from the heavens may be free at the point of delivery, but it is no less valuable for that. If the right price is put on extracted ground-water, people will try harder to collect and use their rainwater.

ONION SAUCE

Men have gone to war over trivial symbols, from Helen's smile to red or white roses. But never before over an onion, which looks too humble a bulb to provoke such tears. The "onion war" in Brittany is the latest example of the militant protectionism of French farmers, who will use any means from violent demonstration to hijacking and arson in order to preserve a monopoly in their produce.

The *casus belli* is not the plump, purple onion, which, like the globe artichoke, grows plumper in Brittany than elsewhere on earth. The war is over a light brown onion, a cousin of the English shallot, which is also a speciality of that region. A British lorry, trying to deliver 20 tons of Turkish onions to supermarkets, has been waylaid by French farmers protesting at cheap (that is, cheaper than Breton) imports. They held the driver at gunpoint, while they poured the onions on the ground, squashed them with a tractor, and tipped manure on them. The lorry was set on fire and the farmers broke into a local packing plant to destroy yet more alien onions.

The French sales manager of the business then resigned, after death threats to his parents. The British vegetable supplier, which was in this case acting merely as the carrier of free trade, has lodged a claim for £2 million damages with the French government. Britain's agricultural minister has deployed the onions and protested vigorously to the French authorities, who have undertaken to police their highwaymen. And pigs will fly — that is, if they want to get into France without being prematurely roasted in a lorry by the side of the road.

Until now the onion has been a symbol of international harmony and free trade. For

more than a century French onion-sellers, known affectionately as Onion Johnnies, have been coming over in the onion boats after the harvest, and bicycling around the United Kingdom in their Breton and Basque berets, with strings of onions dangling from their handlebars like vegetable bandoliers. Britons never let their tyres down, not even in the onion-growing regions of the country.

Smart London kitchens improved their chic with plaits of French onions and garlic. The Welsh found that they spoke a cognate language to that of the onion-sellers, and developed a passion for pickled onions. As Celts from the Scottish Highlands, through Wales and Brittany, down to southern Spain are forming an "Atlantic Arc" to campaign for maximum investment from the European Community, the onion could have been a symbol of Celtic unity rather than of protectionist strife.

Instead it has become the latest occasion for ugly and absurd violence against competition, which extends from lamb to the bitter banana wars in the banana republics. There has not yet been a mint sauce war, only because no Frenchman would dream of putting anything as preposterous as mint sauce on roast lamb. The free market is the best garden: but it needs to be kept open for all gardeners, not reserved for feudal monopolists, even in berets. If full economic integration of the European Community next year means what it says, the French are going to have to put their revolting peasants in order. Like a rose, an onion is an onion is an onion, even if it comes from Turkey. If Breton onions are better, the way to prove that is in the market place, not the ambush.

Confusion over care for elderly

From Mr Frank H. Withers

Sir, The financing of the well-being of our country's elderly is a major problem that has not been solved. Although many people prefer not to think about it, most will have to face the problem for their relations and themselves at some time.

Less than a year after the present general election and the May local elections the government of the day and each local government will preside over a revolutionary change in the financing of many of the country's elderly.

On April 1, 1993, the "back" is proposed to be passed from central government to local authorities to assess individual needs for all elderly people who need care and state financial support and who had not started to receive it before April. Local authorities will then arrange to meet the cost of the residential or nursing care for homes to which a local authority official decides to give a contract. That is unless the local authority official decides domiciliary care is practicable. Then, it appears, the local authority will, after the official's discussion with "users and carers", issue its directive as to where the elderly person will be sent if state financial support is needed.

In spite of this awesome responsibility and power proposed to be given to sometimes quite junior local authority officials, many of the details as to how the new regime is to operate have not been worked out. That has become clear in the efforts of a number of homes that have been attempting to find out the details under which they will be working in order to make investment and other business decisions.

Even more serious, it does not appear that sufficient consideration has been given to what happens to the residents of a good home that goes bankrupt because it does not receive, or loses, a contract from a local authority due to a change of council policy; the responsibilities and solutions of local authorities that run out of funds, for evictions of the elderly and damages for breach of contract; what is adequate domiciliary care and what would it cost; and why support appears to be being given to the creation of monopoly power and direction by officials in place of choice.

It would be helpful if the parties would make clear their solutions to this issue of the well-being of the elderly that will face us all. Yours faithfully, F. H. WITHERS (Chairman), North London and Hertfordshire Residential Care Homes Association, 87 Lyonsdown Road, New Barnet, Hertfordshire. March 27.

On thin ice

From the Leader of Richmond upon Thames Council

Sir, Contrary to your report today that "... orange posters in Richmond remind the electors of the deeply unpopular Liberal Democrat-controlled council", a recent Mori opinion survey in Richmond upon Thames showed that 61 per cent of the 840 residents sampled were satisfied with the way the council is running the borough, with 19 per cent dissatisfied. This survey was done in January, immediately following the closure of the privately-owned Richmond Ice rink which your reporter suggests as a reason for the council's "unpopularity".

Yours faithfully, DAVID WILLIAMS, Leader, London Borough of Richmond upon Thames, York House, Richmond Road, Twickenham, Middlesex. March 31.

From Baroness Hamwee

Sir, Local people in Richmond and Barnes are well aware that the Liberal Democrat council was sad to see the closure of Richmond Ice rink and that it has made strenuous efforts to help the owners find an alternative site. It had agreed the redevelopment of a council-owned swimming pool site, to incorporate a new ice rink, when central government stepped in and objected on traffic grounds. The then Conservative MP felt it was appropriate to refer the matter to Whitehall, who stopped a well worked up and detailed scheme.

The council continues to seek the building of a replacement and is in discussion with the National Skating Association to this end. No one can be surprised that a local authority cannot itself afford to build an ice rink to replace one which private operators could not keep open.

Yours faithfully, SALLY HAMWEE, House of Lords. March 31.

Promises, promises

From Mr J. A. Fowler

Sir, This morning I received a buff-coloured envelope marked "Election Communication" with nothing in it. An apt reflection of the campaign so far, I think.

Yours faithfully, J. A. FOWLER, Glenhill Cottage, 71 Liverpool Road, Walmer, Deal, Kent. March 30.

LETTERS TO THE EDITOR

1 Pennington Street, London E1 9XN Telephone 071-782 5000

The need for an engineering 'Oscar'

From Mr Brian Warnes

Sir, The CBI article on British industry (*Business*, March 26) says: "The UK has roughly 1 per cent of the world's population, produces 4 per cent of world output and sells 5.6 per cent of world exports. ... If the UK could win an extra 1 per cent of world trade, increasing our manufactured exports about £10 billion a year, we would eliminate our trade deficit. ... Our share of the main manufacturing countries' exports rose from 7.9 per cent in 1985 to 8.7 per cent in 1990, reversing 40 years of steady decline. Growth in UK value added per employee in the Eighties was second only to Japan."

At the centre of these achievements lie some fine management teams. And at the centre of those management teams lie the product-design and production engineers who make it all possible: the "product" people, without whose skill and ingenuity (the definitive meaning of "engineering") manufacturing industry simply could not exist.

But they need to be singled out and motivated. We need a sort of engineering "Oscar" for a whole range of product-design and production success, awarded annually, giving immediate recognition. Just like their entertainment counterparts.

And the rewards can be just as great, both to the individual and to the companies that employ them. The literally billions of turnover our leading companies, like ICI or BOC or Rolls-Royce, generate are all product-based.

Properly done, an "extra 1 per cent of world trade" should by no means be outside our grasp. (Coupled with other factors, like a possible crash programme for ensuring all engineers and sales people do properly understand the principles of business, so they can perform in the financial, as well as the product context, but that is a separate issue.)

Yours sincerely, B. C. J. WARNES (Managing Director), Business Dynamics Ltd., 13 Blackheath Village, SE3. March 30.

To buried merit

From Mr Russell J. Malloch

Sir, The valuable work carried out by English Heritage in setting up public memorials to eminent men and women from this country was recalled in your report relating to the blue plaque for Charles Morgan (photograph and caption, March 26). These plaques add interest to places which are often unremarkable by recording the emergence of what became great talent from the setting of an ordinary street.

The 90th anniversary of the creation of the most prestigious of all British honours, the Order of Merit, falls on June 23, 1992. The Order was established by King Edward VII, and its annals contain the names of many people of distinction: naval and military commanders such as Kitchener, Haig and Mountbatten; politicians of the standing of Lloyd George, Churchill and Attlee; scientists and Nobel laureates such as Adrian, Florey and Blackett.

Others members of the Order include Holman Hunt, Ben Nicholson and Henry Moore as representatives of arts literary men of the standing of Thomas Hardy, John Galsworthy and T. S. Eliot; Elgar,

From Sir Alan Muir Wood, FRS, FENG

Sir, While the case has been strongly made by Sir Christopher Cockerell (letter, March 19) and others for purposeful encouragement of our engineering talents, a central issue remains to be stated. Engineering ability represents the most important resource for industry and its supporting services.

Engineering can flourish neither in a recession, nor in a period of excessive expansion when, as we have experienced in the 1980s, quick profits of speculative investment deny funding to the sure but longer-term returns from prosperous industry.

Design — the continuous thread through all engineering enterprise — represents the essential art. Design represents the effective synthesis of analytical and creative elements. Engineering design at present encounters the barriers between schools' streaming of arts and science, the universities' excessive concentration on analysis, the inadequate resources applied to training. These issues are well understood.

Over-centralised departmental government is another particular impediment to good engineering. Departmental objectives rarely address issues in terms of systems; in consequence the short-term departmental needs override national strategy.

Regional government could well contribute, with the future prosperity of a region being addressed as a whole. Communications, city planning, amenities, education, are then seen as some of the features to attract industry which will, as a part of the system, provide further contribution to investment for the future. This is an environment in which engineering, and all that it enables, can flourish.

Yours faithfully, ALAN MUIR WOOD, Franklands, Pangbourne, Berkshire. March 30.

Vaughan Williams and Britten from the world of music; Bertrand Russell, the philosopher; Frederick Ashton, the choreographer; Edwin Lutyens, the architect; Baden-Powell of scouting fame; and many more.

Several members of the Order have already been commemorated by public memorials, located in places from Westminster Abbey to remote rural hamlets. To mark this 90th anniversary, could not English Heritage, with the active participation of corresponding bodies in Scotland, Wales and Ulster, set up some form of memorial in the city, or town, or village of birth of all the 150-or-so members of the Order appointed since 1902?

Such a project would serve two purposes — lasting testimonial to outstanding public service and professional achievement and additional interest to towns and villages throughout the country, from Portsmouth (birthplace of George Meredyth) to Whitby (home of East Lothian (Arthur Balfour) and Tenby in Pembrokeshire (Augustus John)).

Yours faithfully, R. J. MALLOCH, 11 Falkland Street, Glasgow. March 27.

Christians and Jews

From Mr Hyam Maccoy

Sir, Piers Paul Read (*Saturday Review*, Books, March 28), says that "the Jewish leaders ... ordered the stoning of Stephen, tried to murder St Paul and, according to the account of Josephus, took advantage of the absence of a Roman governor to arrange the judicial murder of James the Just".

In fact, Josephus says that the Jewish religious leaders (who, from the context, can only be the Pharisees) strongly opposed the murder of James, which was brought about unilaterally by Ananus, the High Priest (*Antiquities*, xx. 201). Similarly, the Pharisees opposed the High Priest's attempts to condemn Peter (Acts 5) and Paul (Acts 23).

The High Priest in all these cases was acting as the appointed representative of Roman power: he had no religious authority among the Jews who regarded him as a mere ceremonial official, who besides being a collaborator with the Roman invaders, was also a heretic (being a Sadducee).

These cases also throw light on the cases of Stephen and of Jesus himself. The Gospel of John makes it quite clear that the alleged Sanhedrin trial of Jesus never happened, and that Jesus was condemned by the High Priest alone after an interrogation.

The unhistorical stereotype of Jew-

ish religious persecution of Christians makes it difficult for many Christians to grasp, or assess in its true proportions, the historical reality, which is the Christian persecution of the Jews.

Yours faithfully, HYAM MACCOY, Leo Baeck College, 80 East End Road, N3.

From Mr Andrew Wilski

Sir, Piers Paul Read's eloquent riposte to certain Jewish voices is clearly marked by Christian humility, but above all the historical controversies one point ought to be persistently emphasised in disputes between Christians and Jews, which is that no persecution, cruelty or hatred towards the Jews or any other people could stem from the true Christian doctrine which at its very heart, and without any compromise, has the commandments of love, forgiveness and tolerance.

The real causes of "Christian" misbehaviour towards the Jews or other people were always national, political and economic while Christian teaching, of its very nature, invariably moderated such reactions. This also explains the Jewish tropism towards Christians and the fact that a great majority of Jews have lived and survived among Christians.

Yours sincerely, ANDREW WILSKI, 4 Berkeley Road, Mount Zion, Royal Tunbridge Wells, Kent.

Plea from Sverdlovsk

From Mr J. I. Morris

Sir, In the light of Bernard Levin's remarks ("What about the workers?", March 30) on Mrs Likhod's appeal for advice on setting up her business in Sverdlovsk (letter, March 9), I thought that your readers would like to know that I have today written to Mrs Likhod to invite her to visit Britain as our guest, to learn how to establish a successful small business.

Mr Levin is right to stress that it is help with the basics which is needed; we are also preparing guidance for others in Mrs Likhod's position which we shall publish in Russian

and distribute to new entrepreneurs in the countries of the former Soviet Union.

These practical steps are part of this institute's general programme of assistance to those in central and Eastern Europe who are wrestling with the problems of moving to a market economy.

Yours etc., J. I. MORRIS (Chairman, General Practitioner Board), Institute of Chartered Accountants in England and Wales, PO Box 433, Chartered Accountants Hall, Moorgate Place, EC2. March 31.

Adoption and the voluntary sector

From Miss Dora Bryan and others

Sir, Although we are all in the "public eye", most people will not know that all of us, in one way or another, have experienced adoption first hand — whether as parents or as children.

This year marks 100 years of adoption by NCH (National Children's Home). Over the century NCH has found happy and loving families for over 8,000 children and the charity is proud of its role in the development of adoption practice.

Adoption — *Reviewing the Record*, a report produced today to mark the anniversary, has confirmed what we already knew from personal experience — that the role of an agency like NCH is vital in the adoption process. Support and help is needed if the most straightforward adoption is to be a success.

When you remember that nearly all of today's adoptees are children with very special needs — the abused, the battered, the emotionally damaged and the severely disabled — the need for these services becomes even more obvious. Many adoptions simply would not work without such support.

The government rightly demands that post-adoption services should be offered to ensure that adoptions work and that children who have already suffered rejection once in their young lives are not subjected to the trauma of a repeat experience.

Invariably, however, it is the voluntary sector which carries the financial burden. The £8,000 fee paid by local authorities is simply not enough: NCH spends on average a minimum of £13,000 per child to ensure a successful adoption. After 100 years of learning about adoption, NCH is in a position to know what is needed for the future if children who cannot be cared for by their birth parents are to be successfully adopted.

The new government should take a hard look behind NCH's success, amend the national guidelines accordingly and be prepared to back them up with the cash necessary for all agencies to do the job properly.

Yours sincerely, DORA BRYAN, GEORGE COLE, JUSTIN FASHANU, JOAN LESTOR, DAVID STEEL, NCH, Central Office, 85 Highbury Park, N5. April 1.

Early poll tax

From Mr G. H. Townend

Sir, You reported on March 27 on councils collecting direct debit poll tax instalments earlier to improve cashflow and some borrowings.

A single yearly poll tax payment in advance makes savings both in interest and collection charges for the council. Many councils already offer a reasonably generous discount to the poll tax payer to compensate for loss of interest — bringing advantage to both parties.

Yours faithfully, G. H. TOWNEND, 2 Southside, Church Hill, Ironbridge, Shropshire. March 28.

Saving graces

From Mr Geoffrey R. Jackson

Sir, In her article on graces and favours (*Life & Times*, March 27), Libby Purves quotes: "O Lord, grant that we may not be like porridge, stiff, stodgy and hard to stir; but like cornflakes, crisp, fresh and ready to serve."

There's a Scottish version which reads: "O Lord, grant that we may not be like cornflakes, lightweight, brittle and cold, but like porridge, warm, comforting and full of natural goodness."

Yours faithfully, GEOFFREY R. JACKSON, 29 Constable Court, Chasely Drive, Chiswick, W4. March 28.

From the Reverend Canon D. G. Richards

Sir, At luncheon I use the grace, "God bless this bunch that munch this lunch." Geoffrey Fisher, on his appointment to the see of Chester, was given only one piece of advice by his predecessor: "Only say grace when potatoes are served."

Yours faithfully, DEREK RICHARDS, The Rectory, Llandudno, Gwynedd. March 27.

From Mrs M. E. Berry

Sir, A notable omission from the article is the "Selkirk Grace" with its meaningful message to all Scots.

Some ha'e meat and canna eat, And some wad eat that wam in; But we ha'e meat and we can eat, And sae the Lord be thankit.

("Meat" in this context being one's daily food.)

Yours faithfully, MARGARET E. BERRY, 20 Park Crescent, Harrow, Middlesex.

Business letters, page 25
Sports letters, page 30

Letters to the editor should carry a daytime telephone number. They may be sent to a fax number — (071) 782 5046.

OBITUARIES

PRINCE GEORGE GALITZINE

Prince George Galitzine, businessman and Russian historian, died in Belgravia, London, on March 31 aged 75. He was born in Tiflis, now Tbilisi, Georgia, on May 3, 1916.

George Galitzine dressed and spoke like an English gentleman. The courtesy with which he invariably behaved was equally English. But his heart belonged to Russia. The Russian blood that ran through his veins could scarcely have been purer. His mother was a direct descendant of Catherine the Great, while on his father's side the Galitzines and the Romanovs could argue with one another over which family had the longer pedigree.

In 1919, when George was three, the Galitzines had to leave Russia swiftly in the wake of the revolution. They went, with little more than the clothes on their backs, to Italy and eventually to Paris, which appeared to be the natural place of asylum for Tsarist refugees. The Galitzines decided otherwise and opted for Britain as the country most likely to give their young family a proper education.

Prince Vladimir Galitzine began by farming, none too successfully, in Surrey. He found much more success with a high class antiques shop specialising in Russian objects, and George's public school fees, first at Lancing and then at St Paul's, were sometimes rendered in paintings. Russian dancers began visiting the Galitzine house and started George

Galitzine's lifelong love of the ballet. Among the non-Russian dancers Pat (Anton) Dolin became an especial family friend.

A scholarship took Galitzine to Brasenose and while he was at Oxford he was awarded the medal of the Royal Humane Society. In 1936 he was on holiday in Scotland when an aircraft crashed close by at sea. Galitzine, a powerful swimmer, took to the waters and rescued the pilot. A short period in journalism, including a spell on *The Sunday Referee*, was interrupted by the war, when he was commissioned in the Welsh Guards and spent most of his time in intelligence as a "Whitehall warrior". Good use was made of his six European languages.

In 1943 he married Anne-Marie von Slatin, who had two sons and a daughter. The marriage was later dissolved.

After the war George Galitzine had a chance to develop his diplomatic and entrepreneurial skills. He worked for six years in India and Pakistan, part of the time under the aegis of the Conservative government minister Walter Monckton, before joining Plessey in 1953 as sales manager. In the late 1950s his name was linked with the ice-skating star Belia, who was appearing in the musical *Damn Yankees*. But a proposed marriage was suddenly called off.

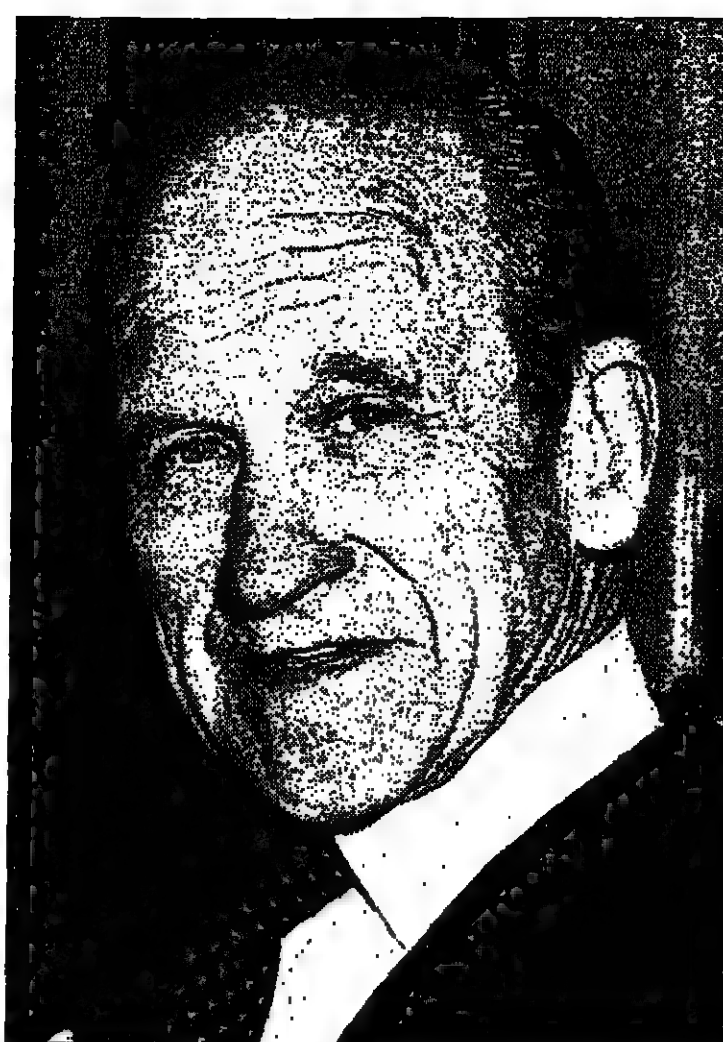
Instead, in 1963 George Galitzine married in the Russian Orthodox Church in Rome Jean Dawney, former Dior model and familiar panellist on the television show *What's My Line?*, who was just

beginning to make a name for herself as an actress in plays such as *A Hatful of Rain*. His most successful business venture came with Rank in the early days of the Xerox copying machine. He helped establish offices in France and Italy before in 1961 he made his first return (for Rank) to the Russia he had left so abruptly over forty years before.

Thereafter he missed no opportunity to return to his native land. The best of these came after his retirement from British Steel in 1974. He first took a group of businessmen there but soon realised cultural tours could be rather more interesting. His deep knowledge of Russian history and art suddenly came to the fore and he found himself in great demand as guest lecturer from companies such as Serenissima and Jules Verne. The outcome was *Imperial Splendour: Palaces and Monasteries of Old Russia*, published last year and swiftly translated into French, German and Italian.

In Russia itself, and especially in St Petersburg, George Galitzine became something of a returning hero. He was regularly called "Tovarith Kniaz" (Comrade Prince), a fairly contradictory form of address which gave him much pleasure.

His daughter, Kasya, by his second wife, now lives in St Petersburg and is closely involved in the arts there. Galitzine was in St Petersburg at the time of the coup against Gorbachev and was immediately placed before the TV cameras as a man who had consistently helped reopen those windows on the west.



GRANVILLE WASTIE

Granville Wastie, GC, who won the Edward Medal (later translated to George Cross) for rescuing one of his brothers from a gas-filled well in 1929, has died aged 89. He was born in Oxfordshire on October 29, 1902.



Granville Wastie won his Edward Medal for his persistent bravery in going down into a well full of poison gas, after two of his brothers and another man working there had been overcome by the fumes. The incident happened on November 25, 1929, at North Leigh, Oxfordshire. Wastie's two brothers, Hector and Stanley, both bricklayers, were completing the brickwork on a new well, which was 30 feet deep and three feet wide, when Hector was overcome by gas and fell unconscious into 30 inches of water at the bottom.

Another workman, George Broughton, then attempted to descend the well by rope, but passed out halfway down and had to be hauled to the surface. Granville was fetched to the scene from his farm and, after tying a handkerchief over his face and roping himself, he descended the well and succeeded in bringing Stanley, alive, to the surface. He then went down a second time and brought up Hector who, however, was found to have drowned after

inhaling fumes. For his courage in going down the well twice, in extremely hazardous circumstances Wastie was awarded the Edward Medal, which was gazetted in June 1930.

Born in Oxfordshire, Granville Charles Wastie was educated at Witney Grammar School and worked as a builder from 1916 to 1922 before taking up farming. During the second world war he served in the Home Guard. He retired as a farmer in 1974 and was awarded the Queen's Silver Jubilee Medal in 1977. Along with other holders of the Edward and Albert Medals, Wastie was invited to exchange his award for a George Cross in 1971 and his Edward Medal was presented to the Ashmolean Museum.

He was married with two sons.

WINNIE WOOLDRIDGE

Winnie Wooldridge, née Winifred Mason Shaw, who represented Britain in the team championships of international tennis and later became a Scottish international golfer, died of cancer on March 30 aged 45. She was born at Clarkston, Glasgow, on January 18, 1947.



THAT exemplary adornment of British and international tennis affectionately known as Winnie or "Fred" was a stout-hearted competitor who never felt sorry for herself and never complained about her luck — qualities never more evident than they were in the brave last 14 months of her life after the discovery of a brain tumour that was ultimately terminal. Had her character and career been summarised in terms of a school report she would have been given ten out of ten for effort and achievement — plus marks for conduct and neatness.

Winnie's mother was twice Scottish champion and her father was a journalist. In 1964 and 1965 she won British junior championships in singles and doubles and from 1966 to 1972 she played for Britain. In the world team championship for the Federa-

tion Cup she won nine out of 13 singles and six out of ten doubles and in the Wightman Cup contest against formidable United States teams she

won one of her six singles and one of her five doubles. For most of this period she was tucked in behind Ann Jones and Virginia Wade at

the head of the British rankings. Although seldom one to make a fuss, Winnie occasionally found it necessary to take a stand. Proudly Scottish, she demurred when a Greek umpire introduced her as "Shaw, representing England," during the 1969 Federation Cup tournament in Athens. The umpire turned to her for a confirming nod but she shook her head. He tried again, assuming she had misheard him. Whereupon she walked to the umpire's chair and told him, politely but firmly: "I'm Scottish and I am representing Great Britain, not England."

She reached the Wimbledon singles quarter-finals unseeded in two consecutive years, 1970 and 1971, and advanced to the 1972 doubles semi-finals with her compatriot, Joyce Williams. She also contested Australian singles semi-finals in 1970 and 1971 and shared runner-up honours in two French doubles finals: the mixed in 1971 and the women's in 1972.

She was probably at her best in doubles, especially with more boisterously extrovert partners whose flamboyance was never allowed to get out of hand. Winnie had a dry wit and a penchant for telling one-liners. There was no non-

sense about her and no nonsense about her tennis. Her partnership with that bubbling humorist Pat Pretorius was a particular joy because they had so much fun together. Much of this was at their own expense. Both had good backhands and volleyed well but tended to live dangerously on the forehand and enjoyed their adventures on that flank.

Winnie would have achieved even more had she been given a touch of arrogance and had not been such a delightful human being. Despondent after a Federation Cup defeat she confided to *The Times* that she did not think she was cut out for the higher reaches of the game. She was reminded of the thousands of contemporaries who had yearned for her career and the lifestyle she had achieved, and the lifelong friends she had made all over the world. That second point was demonstrated in an embarrassing way — at least for the hospital — by the unprecedented cargo of flowers that came her way after an exploratory operation in January of last year.

Winnie was quintessentially Scottish in her reluctance to suffer fools gladly and in her sense of duty and

decorum. In her relations with the press she was guarded and laconic but blunt and honest. Occasionally, especially in Paris, she was entertained to dinner by *The Times* but, when escorted back to her hotel, always made a point of stopping at some pavement cafe and buying two coffees and one cognac. She insisted on that. It was her equivalent of a formal thank-you note.

When her tennis career was over she became a familiar figure on the Wentworth and Worpleston golf courses. She achieved an extraordinary handicap of plus 3 and played for Scotland. But she kept in touch with tennis, coaching British juniors and refereeing an inter-club tournament that, inevitably, ran like clockwork. In all this she had the support of her husband Keith, who himself had been ranked among Britain's ten leading tennis players from 1964 to 1969.

Ultimately Winnie's composed, unflinching response to her illness attracted incredulous admiration from all those caring for her and from the host of friends gathered around her. That was typical. She was never a lady to throw a tantrum about a bad call, even on match point.

APPRECIATION

Clarence Wright



CLARENCE Wright (obituary March 21) did indeed cultivate his garden during his retirement to Alderney, but this was not his only activity. Amongst other work in the community, he also became a committed and influential member of the Alderney Music Society. In recognition of this work, after ill health forced Clarence to relinquish his duties, the society made him an honorary life member.

One of the duties of this office was to represent the society as the Alderney delegate on the co-ordinating committee of the Channel Islands Music Council, a position he held for some ten years. His contribution to the development of the council was immense, drawing on first hand practical experience from his days as a professional musician, together with the intimate knowledge which Clarence had accumulated in dealing with all aspects of the music business.

Council meetings were never dull when Clarence was in attendance. Time after time, whilst making an observation on some serious issue, that

razor sharp wit and persiflage would come to the surface, which was delivered with impeccable timing reminiscent of his days working with Tommy Handley, and consequently reducing everyone present to helpless mirth.

In whatever project Clarence became involved, he approached his task with considerable diligence, and always revealed himself as the true professional. Clarence's advocacy, on behalf of Alderney's thriving musical community, has meant that the island is a richer place because of his endeavours.

Mel Davison

LANG HANCOCK

Langley George Hancock, prospector and iron ore magnate, died on March 27 aged 82. He was born on June 10, 1909, in Perth, Western Australia.

IN 1952 Lang Hancock did not expect anyone to believe he had accidentally found vast deposits of high grade iron ore in the Pilbara region of Western Australia's desolate North, so he kept the discovery to himself for ten years.

When at last he began to investigate how the find might be exploited, he did so cautiously without revealing its location. The mining industry scoffed. What did a sheep farmer, an amateur prospector, know about iron ore? State and federal governments ignored him: was he not aware that Australia had no iron ore deposits worth mining?

Single-handed, Hancock pursued developers and buyers overseas for another ten years. By 1974, when Hamersley Iron was fully operational, its new towns, ports and railways had transformed the Pilbara spectacularly and Hancock was one of the richest men in his country.

Politicians and businessmen, affronted by his rasping non-sense style, called him the "Rogue Bull", but most Australians by then called him the King of the Pilbara and he

did not mind that at all. Hancock spent his early years on a sheep station called Mulga Downs which sprawled over nearly three-quarters of a million acres. The family also owned a half million acre cattle station in the Hamersley Range. His playmates until the age of eight were aboriginal children, his nearest neighbours 50 miles away. His father sent him to Hale School in Perth which retains today a reputation for fostering academic excellence and open-mindedness.

Hancock the individual surfaced early. He rejected his father's advice to study law and elected to farm the land his grandfather had carved out a hundred years earlier. But prospecting fascinated him too, and early in the 1930s, while hunting dingoes, he found a curiously blue-streaked rock. The family used it as a door stop for years unaware that it was raw blue asbestos. That find led him with an old schoolfriend, Peter Wright, to his first mining venture — an asbestos mine at Wittenoom. Years later, sued by employees, Hancock refused to accept that asbestos fibres caused a form of lung cancer. Even if that were true, he said, no one could make omelettes without breaking eggs.

In 1938 Hancock drove 1,000 miles from Pilbara to Perth. He recalled: "The drive took six days. I



had to mend 17 punctures and overhaul the gearbox on the way. I was 60 miles from water when the starter-motor jammed and I had to mend that too. I decided then and there the only way to move around this country was to fly."

When he bought his first aircraft Hancock joked that prospecting by air left no tracks for competitors to follow. Bad weather during a flight in 1952 forced him down between the inhospitable 300ft ridges of the Turner River Valley and he saw, for

the first time, rust red stains seeping down from the crags. Months later, when he explored the area on foot, Hancock found his iron Eldorado.

Lang Hancock was a man of intense and rough passions towards friends and enemies alike. He neither smoked nor drank and showed little interest in personal possessions apart from his fleet of five aircraft. He gave generously but anonymously to charities, supported a secession movement for Western Australia and founded an extreme right wing political party which withered.

More recently, his determination to speak his mind honestly and his intolerance of those who chose not to agree with him ("eco-nuts and communists") put him seriously out of step with the environmentally conscious 1980s and 1990s. He once told a radio interviewer that half-caste aborigines should be directed to live only in the Outback where: "I would pour the water up so they'd become sterile and breed themselves out. I'm not talking of killing anyone. These people are no good to themselves and this is a practical, humane way to deal with them."

He seemed genuinely astonished and hurt that his announced dream of using nuclear explosions to blast new harbours and pulverise the ore

— now earning royalties of \$10million a year — was damned and ridiculed nationwide.

Life changed in startling fashion for Hancock in 1983 when he married, for the third time. His bride, Rose Lacson, was a Philippine-born model aged 37. He was then 76 and he built a \$430 million house for her called Prix d'Amour. Rose boasted last year that her husband still chased her around the bedroom when he came home from work. "I baby him," she said.

Until late last year, when he underwent arterial surgery in the United States, Hancock's personal drive seemed undiminished. His final, perhaps most controversial, international business deal was a barter arrangement four years ago with Romania's Nicolae Ceausescu, swapping iron ore for railway stock. The transaction outraged governments and seriously dismayed long-time friends. To those who protested that Ceausescu was a tyrant who ruled by murder, Hancock replied brusquely that he did not believe them.

He is survived by his wife, Rose, and a daughter of his late second wife, Hope.

Latest wills

Latest estates include (net, before tax paid):
Mr Kenneth George Theobald, of Hitchin, Herts. £1,688,687.
Mrs Winifred May Whyte, of Dolphin Square, London SW1 £841,785.
Mrs Constance Margery Fryer, of Birmingham. £681,592.
Mr David Gordon Harrocks, of Langham, Dorset. £1,902,495.
Mrs Edith Marjorie Pollard, of H.B. Barns, Greater Manchester £728,580.
Mrs Winifred Mildred Sanderson, of Caterham, Surrey £1,053,678.
Mr Ronald Sleep, of Mayfield, East Sussex. £547,955.

Church news

Church in Wales
Diocese of Llandaff
The Rev Paul J. Bennett, Curate of Tylorstown with Ynysil, to be Vicar of the Parish of Llanwynno.
Diocese of St Asaph
The Ven John S. Davies, Archdeacon of St Asaph and Vicar of Mold to be Rector of Llandymog and Llangwyllog in the diocese of St Asaph.
Church of Scotland
Ordination and Induction
The Rev David J. Smith to Dysart.
Inductions
The Rev Marjory A MacLean to Stronness.
The Rev Michael D Scouler to Earlstoun.

Translations
The Rev William Gray from St Columba's, Kirkcubright to Relief, Irvine.
The Rev James Hosier from Burna Isle with Tingwall to Ardishaig with South Knapdale.
The Rev Robert J Mellis from Tarbat to Shapinsay.

Retirements
The Rev Alastair Brown from Glenloch, Ballater.
The Rev James Campbell from St James, Ayr.
The Rev Charles A Duncan from Heriot with Stow St Mary of Wedale.
The Rev Walter A Lyall from Gartocharn, Kilmarnock.

University news

St Andrews
Honorary degrees are to be conferred on the following:
LLD: Mrs Mary Robinson, President of the Irish Republic.
DLit: Ms Wilhelmina Barns-Graham, artist; Professor Rosalind Mitchison, Scottish historian; Ms Fay Weldon, writer.
DSc: Professor Louise Johnson, David Phillips professor of molecular biophysics and professorial fellow, Corpus Christi College, Oxford; Professor Brenda Milner, neuropsychologist; Baroness Warnock, formerly Mistress, Girton College, Cambridge.
DD: Professor Jane Dempsey Douglass, ecclesiastical historian.

Appointments

Latest appointments include:
Vice-Admiral R. T. Newman to be Flag Officer Plymouth, Naval Base Commander Devonport, Commander Central Sub Area Eastern Atlantic and Commander Plymouth Sub Area Channel, in succession to Vice-Admiral Sir Alan Grose.
Captain N. E. Rankin, RN, to be promoted Rear Admiral and to be Commander British Forces Falkland Islands, in succession to Air Vice-Marshal P. G. Beer, in August.
Mr D. Dreher, on promotion to assistant under secretary, to be

Command Secretary, HQ United Kingdom Land Forces, from March 30.

The following to be chairmen of district health authorities within the North West Thames Regional Health Authority:
Mr Derek Bucknall (North West Hertfordshire HA), Mr Philip Hendry (South Bedfordshire), Mrs Jenny Hughes (Parkside) and Mr Stephen Matthews (Riverside).

Legal
Judge Heather Steel to be a member of the Judicial Studies Board Criminal Committee.

April 2 ON THIS DAY 1973

GRAND NATIONAL
FIRST AND SECOND EMERGE WITH EQUAL HONOUR
By Jim Snow, Northern Racing Correspondent
On Saturday at Aintree the Grand National, run for the last time under the Topham flag after a reign of 136 years, produced a finish so spectacular and dramatic that one was still rubbing the eyes an hour later in disbelief at the result.

The bare bones of the 1973 Grand National, run in a time nearly 19 seconds faster than Golden Miller's record, are that Richard Pitman on Crisp was beaten three quarters of a length by Red Rum with L'Escargot, winner of two Gold Cups, 25 lengths away third. Seventeen of the 38 finished, and there was one fatal fall, that of Grey Sombrore at the Chair. Spanish Steps was fourth, Rouge Autumn fifth, Hurricane Rock sixth, and Proud Tarquin seventh.

This was a race in which truthfully it can be said that the first and second emerged with equal honours, as did the equines, Brian Fletcher, on the winner, and Pitman on the gallant second. Had the distance of the race been four miles 856 yards instead of four miles 846 yards Pitman on Crisp would have pulled off the £29,946 first prize.

The scorching pace Crisp set from the third fence was too much for all but Red Rum. There were superb jumps from Crisp at Becher's both times. Even after three miles and a half he was still bowling along in front as though the 12 stone

on his back weighed no more than a bag of feathers.

No horse can keep this up under top weight — was the general feeling, but Crisp and Pitman had other ideas. Over the Mellong Road for the second time and with 28 fences behind them Crisp still had a good 30 lengths to spare over Red Rum, while, far back, L'Escargot was making up his ground but with no chance of catching the two in front of him.

Fletcher, who won the 1968 Grand National on Red Algonzo, takes up the story: "When I was 25 lengths at least behind Crisp at the Mellong Road, I thought I could never get to him. At the last fence I was still 20 lengths behind, but then I could see Crisp was beginning to tire. On the long run in I thought I might catch him, and this I did some 20 yards before the winning post."

At the Elbow, on the long run in, Crisp was still in command, but in the last 100 yards he started under his big weight to wander to the right, and the concession of 19 lb to Red Rum proved just that little too much. In spite of his ordeal Crisp had recovered completely from his exertions yesterday, and in the words of his trainer, "Never left an oat."

Result: Grand National Chase 3.15: 1. RED RUM (9-1) j. favourite; 2. CRISP (9-1) j. fav.; 3. L'ESCARGOT (11-1); 38 ran.

Mr James Bidwell-Topham, the Liverpool clerk of the course, has been found guilty by the stewards of "gross negligence" because they considered that he altered the marking of the course between the times of the first and second divisions of the Coronation Hurdle on Friday without informing the stewards, officials and riders.

Three weeks later he was cleared by the stewards of the Jockey Club who accepted further evidence that no breach of the relevant rule had taken place.

Cinema: *Deceived*, *Kuffs* and the other new film releases this week, reviewed by Geoff Brown

Matrimony can be murderous

In the time-honoured way, Goldie Hawn asks "Why didn't you tell me any of this?" when her husband finally spills some of his secrets. If he had, of course, there would be no movie to watch. *Deceived* (15, Odeon West End) — a psychological thriller topped off with a woman in jeopardy, screaming for dear life — always smacks of a genre exercise. Yet the film delivers the goods, and wraps them up in images atmospheric enough to shroud an improbable story. *Deceived* also gives that ambitious lady Goldie Hawn something useful to do (unlike the dreadful *Bird on a Wire*).

Her comedy skills are not required: Mary Agnes Donoghue's script obviously steers clear of jokes. Instead, she must play the seriously perplexed wife: a New York art restorer whose loving husband, John Heard, starts acting strangely, then dies charred in a car crash. The funeral done, the mystery thickens. A shadowy figure first haunts, then ransacks, Hawn's apartment. Social Security records and a high school photo prompt queries about Heard's identity. Before we know it, Hawn's predicament, and Damian Harris's direction, have reached such a pitch that we can be easily startled by a flutter of pigeons, or a cat's sudden lunge.

Hampered by somewhat old-fashioned blonde tresses, Hawn decently suggests the career woman (and mother, with an adoring daughter, Ashley Peldon), whose personal happiness is built on quicksand: while John Heard, as the husband, is plausibly charming and deceitful. But their performances would wither without nourishment from Andrew McAlpine's production design and Jack N. Green's photography. Together they create a memorably dark, claustrophobic world, centred on Hawn's brown-paneled loft apartment, where the lights never blaze. Thomas Newman's tortured music adds another layer of gloom. It also rains a good deal.

Towards the end, the plot becomes squeezed of all mystery, or indeed sense. But Harris (last encountered directing an impoverished version of Martin Amis's *The Rachel Papers*) rides to the rescue with a grand finale of thriller paraphernalia: the frantic chase, the clutched kitchen implement and the convenient lift shaft. Providing audiences do not go expecting Shakespeare, they should emerge quite happy.

Not so with *Kuffs* (15, MGM Haymarket, MGM Trocadero), a mediocre film that wrongly believes it is something special. Surface razzle-dazzle proliferates. The star, Christian Slater, bubbles with self-esteem, and talks

straight to the audience in *Alfie*-style monologues, such as "Howdy, nice to see you again!" Scenes fidget with juvenile japes, from fanciful dissolves to a parody of the soundtrack beeps that hide bad language. But all the pranks in heaven cannot save this feeble cop comedy.

Kuffs, it emerges, is the hero's surname. He is raffish, anarchic and 21, but responsibility crashes onto his shoulders when his elder brother, one of San Francisco's police protection officers, dies on the job. *Kuffs* inherits his district and vows revenge, paving the way for a reckless mix of comedy, stereotyped action, and romance with Milla Jovovich (a fashion magazine cover girl struggling hard to be an actress). Bruce A. Evans and Raynold Gideon's jumbled script also finds room for a St Bernard dog.

The Evans-Gideon team has done well in the past: they earned Oscar nominations for *Stand By Me*, which they also produced. Now Evans has turned director, and their farcical by unchecked. So does Christian Slater, who displays his cheat to a degree unseen since Richard Gere took all those showers in *Breakfast*.

There are a few bright spots. Tony Goldwyn, as *Kuffs*'s troublesome partner, displays a warm presence; San Francisco stimulates; and you can lick George De la Pena's villainy with a spoon. But when *Kuffs* signs off, straight to camera, with a friendly wave and a "See ya!", you feel like lobbing a hand grenade.

Newly lengthened, and restored films are much in fashion. *La Belle Noiseuse* — *Divertimento* (18, Minerva, from next Wednesday) dares to be different by shrinking the running time of Rivette's recent epic (still playing around town) from four hours to 125 minutes. Rivette did not simply apply the scissors to his mesmerising tale of a painter and his model, struggling to complete an abandoned canvas: he used entirely different takes. The story remains identical, but the viewpoint and emphases prove intriguingly different.

For those without four spare hours, this *Divertimento* might be seen as a convenient soft option. The foreshortened narrative certainly sharpens the character conflicts. But by reducing the time spent watching Michel Piccoli, the painter, and Emmanuelle Béart, his reluctant model, locked in the agony of creation, Rivette inevitably lessens the film's cumulative power.

Go to the Minerva, refurbished with a new café, by all means: you will find absorbing entertainment. But if you want to be astonished and hypnotised by a masterpiece, there is no alternative. Book a

Seriously perplexed: Wife (Goldie Hawn) and daughter (Ashley Peldon) by the grave of Jack (John Heard) in Damian Harris's *Deceived*

balguitar and leave work early: see the four-hour original. Where do great film directors come from? *Scorsese X 4* (ICA Cinema), an invigorating collection of four early shorts, suggests various answers. They come from New York University, where Scorsese made several frisky films in the mid-Sixties: films let down at times by sophomore humour, but buoyed by a passion for movie-making. They also come from the vibrant streets of New York's Little Italy, where Scorsese grew up, and to which he pays homage in *Italianamerican*, the longest and last of these diversions.

You sense Scorsese's confidence growing from project to project. *What's a Nice Girl Like You Doing in a Place Like This?* (1963), a jumping-jack short about a young man obsessed by a painting, is the *jeu d'esprit* of a 20-year-old, caught in the act of discovering cinema's magic.

By the following year, style and substance have both leaped forward. *It's Not Just You, Murray!* (1964), the pastiche biography of an amiable gangster, contains a police raid on bootleggers' premises that suggests the dynamic action scenes to come. Three years later, student frivolity has been curbed: *The Big Shave* offers the unsettling spectacle of a young man shaving himself into a blood-bath. The film is intended as

an ironic joke, but Travis Bickle, the crazed hero of *Taxi Driver*, clearly lies around the corner.

Then comes *Italianamerican*, made in 1974 when he had already made his mark. For 45 wonderful minutes, Scorsese films his feisty parents in their New York apartment, talking with love and pride about their parents and upbringing, the old country (Sicily), the changing neighbourhood and the

Scorsese recipe for spaghetti sauce. In Scorsese's best films you always feel the pulse of the streets, the siren call of family and religion: *Italianamerican* reveals why.

After early Scorsese, late Stryker Ray. *Branches of the Tree* (National Film Theatre), made in 1990, shows this great director, much troubled since the Eighties by heart ailments, far from top form: though he is beginning to shake off the dry theatrical

tone that hampered *An Enemy of the People*. Talk still proliferates with a character line-up of four generations of middle-class Bengalis, locked in conflict in the same house, it could hardly be otherwise. But, a few harangues apart, the nuanced acting offers much pleasure: while Ray's camera explores the interiors with sensitivity, and makes the most of a delightful riverside picnic. Ray wrote the original script

25 years ago, so the heart attack which strikes the patriarch, played by Alfie Bannerjee, is not directly autobiographical. Yet his recent experiences must have given extra depth to the film's musings on life's nobility and sadness, the poison of corruption and the consolation of art. There are screenings at the National Film Theatre (071-928 3232) tonight, tomorrow, Saturday, Sunday, Tuesday and next Friday.

Tchaikovsky takes the tartan

Top musical names return to make the headlines in the programme for the 1992 Edinburgh Festival. Debra Craine reports

Music is centre stage again at this year's Edinburgh Festival. As a result of Drummond's support, Edinburgh is able to present Amsterdam's Royal Concertgebouw Orchestra under its music director Riccardo Chailly; the German choreographer Pina Bausch; an exhibition of the sculptures of Joan Miró; the theatrical duo of Hans Jürgen Syberberg and Edith Clever from Germany; and the Barcelona-based satirical company Els Joglars.

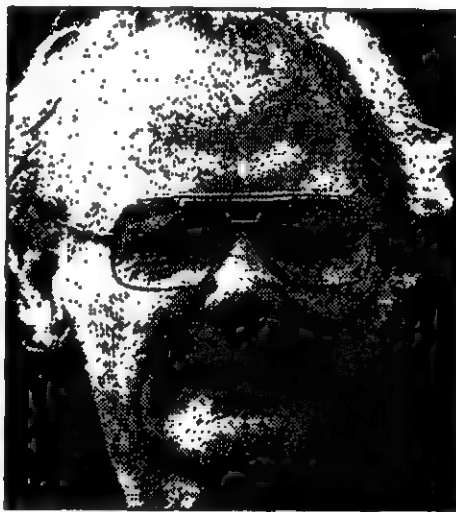
The 1992 programme, running from August 16 to September 5, is the first under new festival director Brian McMaster. It marks a departure from recent years when the emphasis, under Frank Drummond's direction, was on theatre rather than opera and music.

Having inherited a deficit of £179,000, McMaster probably faced a fairly low-key affair until financial aid arrived in the form of John

Drummond, a former Edinburgh director and now head of the European Arts Festival. As a result of Drummond's support, Edinburgh is able to present Amsterdam's Royal Concertgebouw Orchestra under its music director Riccardo Chailly; the German choreographer Pina Bausch; an exhibition of the sculptures of Joan Miró; the theatrical duo of Hans Jürgen Syberberg and Edith Clever from Germany; and the Barcelona-based satirical company Els Joglars.

The 1992 festival has four themes: a season of Tchaikovsky's music, Scottish classical music, through the centuries, and retrospectives of the plays of Harley Granville Barker and C.P. Taylor.

Thirty performances feature the work of Tchaikovsky, with all of his symphonies and piano concertos played alongside many lesser-known



Music and dance for Edinburgh 1992: Klaus Tennstedt (left) and Mark Morris



works, such as the *Cantata Moscow* and the opera *The Oprichnik*. A survey of Scottish classical music will include a series of concerts, complemented by an exhibition.

The staging of three of Harley Granville Barker's plays — including his best-known, *The Voysey Inheri-*

rance — and a reading of four others should give audiences a chance to assess him as an acute observer of Edwardian society. In the other dramatic retrospective, seven plays will represent the huge range of work of the Glasgow-born playwright C.P. Taylor, who died 11 years ago.

The festival opens with a concert performance of Schoenberg's *Moses and Aaron*, with Willard White as Moses. Among the other musical highlights are a visit by the St Petersburg Philharmonic, under Mariss Jansons; while the London Philharmonic returns to Edinburgh for the first time in several years with Klaus Tennstedt and Franz Welser-Möst. A double bill of two short operas written for solo singers will star Claudio Desderi and Elisabeth Söderström. There will be two performances of Mahler's *Das Lied von der Erde*: the composer's own

version for piano performed by the husband-and-wife team of Ann Murray and Philip Langridge, and Schoenberg's arrangement for chamber ensemble conducted by Sir Charles Mackerras.

In the most unusual artistic collaboration, Opera North and the contemporary dance troupe Adventures In Motion Pictures are presenting a new production of an original Tchaikovsky opera-ballet double bill: *Yolanta* and *The Nutcracker*.

The dance programme features Bausch bringing her ground-breaking style of aggressive dance theatre to Britain for the first time in ten years, with her chamber work *Café Müller*, and the Mark Morris Dance Group from America with two programmes: his eccentric production of Purcell's tragic opera *Dido and Aeneas* and a mixed bill featuring the majestic *Gloria*.

TELEVISION REVIEW

Philosopher betrayed by his grasping sister

Frederick the Great once asked a learned divine what evidence there was to support Christianity. His reply was: "Your Majesty, the Jews!" If it did not still exist, the story of Nueva Germania — an "Aryan" colony in Paraguay founded by Friedrich Nietzsche's sister Elisabeth — would scarcely be credible.

Last night's *Timewatch* on BBC 2, *Forgotten Fatherland* (the first of two parts), told this strange tale with panache. The idea came from a young journalist, Ben Macintyre, whose book of the same title will be reviewed in *The Times* next week.

Much of the film was devoted to the foundation of the colony more than a century ago. But it strove to make ingenious connections with the genesis of Nietzsche's superman and with his love-hate relationship with the self-appointed saviour of German culture, Richard Wagner. To the strains of the *Siegfried Idyll* and the funeral march from *Götterdämmerung*, the narrative explored the tensions between Nietzsche and Wagner, between Elisabeth and her husband Bernhard Förster, and between the two Nietzsche siblings.

Friedrich's distaste for his sister's nightmarish vision of a racially pure Utopia was ex-

treme. He refused to have anything to do with the colony, and broke off relations with her. After the onset of tertiary syphilis and insanity in early 1889, he fell into Elisabeth's clutches: she had returned from Paraguay after Förster's suicide. Having suppressed her brother's hostility to herself and her beliefs, Elisabeth proceeded to make a fortune out of his copyrights. Like Wagner's widow Cosima, she became an early admirer of Hitler.

A modern term such as "racism", however, should not have been used to describe the contrast between the anti-Semites Wagner, Förster and Elisabeth on the one hand, and Friedrich and his circle on the other. It was more complicated than that. Though the Försters went to the ends of the earth to escape the Jews, Wagner no less than Nietzsche had Jewish friends.

The great philosopher often employed biological metaphors, had indeed absorbed more sub-Darwinian mumbo-jumbo than Wagner himself, and he denounced Judaeo-Christian morality with a vehemence which lent itself to the anti-Semitic gloss which first Elisabeth and later the Nazis placed upon his works.

Nietzsche was a "racist", if by that is meant a person who

distinguishes one race from another by character as well as physique. But he was not an anti-Semite, which in the Germany of the 1870s (whence the term originates) meant those who wished to reverse Jewish emancipation. Among Nietzsche's last writings before madness unhinged him was a wild threat to execute "all the anti-Semites".

The second half of the film, which dealt with the present-day colony, showed the effects of total isolation from the modern world. A doctor deplored the effects of inbreeding, caused by the colonists' refusal to intermarry with the indigenous Paraguayans. But the old women who agreed to be interviewed sounded no more prejudiced than many other Latin Americans — or indeed Europeans.

More evidence will clearly be needed to justify direct links with the Third Reich, images of which filled the screen. In Part 2, to be shown next Wednesday, we are promised proof that, after 1945, Josef Mengele and other Nazi war criminals found a refuge at Nueva Germania. The parable will thus have come full circle.

DANIEL JOHNSON

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Annie Besant, aged 37, in her lecturing dress — the sort Mary Queen of Scots might have chosen

Spiritual adventures are as thrilling as physical ones. When orthodox Christianity took a bashing from evolutionary theories, technology and social change, Annie Besant was among the many western seekers after truth who began to shop around in the beguiling arcades of the unorthodox, the esoteric and the occult.

The majority of seekers are content to be disciples. A minority feel inspired to lead the way. Such people are, as Anne Taylor writes of Annie Besant, egotistic "in the highest meaning of the word".

It is hard to expose people without diminishing them, but that is what Anne Taylor has done for Annie Besant, as has James Moore for George Ivanovich Gurdjieff. Annie was born in 1847, and in her fatherless girlhood fell in love with Jesus. Unable to marry him, she settled for the Rev Frank Besant. Her wedding night shocked and disgusted her. She bore two daughters before abandoning Frank and his parish and seeking salvation elsewhere.

Annie always needed a human master to admire — probably chastely, though she complacently claimed that every man she worked with fell in love with her. It is hard to judge which came first on her shopping-list of allegiances, the exciting men or their exciting movements. First it was the Rev Charles Voysey and his Theistic Church, which rejected all the hard bits of the creed. Then it was Charles Bradlaugh and the National Secular Society. Bradlaugh was an atheist, and so now was Annie. She discovered that she had a genius for fluent, potent oratory, and adored the power this gave her.

In partnership with Bradlaugh she was the first woman publicly to advocate birth control. Like Beatrice Webb, she kept changing direction, with total sincerity each time. She was humourless, tactless, indefatigable — and pretty. She embraced socialism and George Bernard Shaw, and had a passion for setting up circles, centres and groups in which she would be centre-stage. But all this was incidentally cosmic. Annie Besant needed to have privileged access to mysterious powers and unknown forces. She became involved in spiritualism. Reincarnation was her next and lasting creed. Already over forty, Annie moved to India, learned Sanskrit, and preached traditional Hinduism to the Hindus. She had millennial ambitions

Victoria Glendinning on two charming charlatans, Annie Besant and Gurdjieff



Krishnamurti (right), aged 15, with his brother Nityananda

to control and reform India through theosophy; she succeeded in becoming president of the Indian National Congress, and was interned for her activities. She rejected birth control in favour of abstinence, and socialism was sacrificed to the caste system, which facilitated the returning, evolving soul.

Annie's spiritual hope was still, in the words of the song, that "Some day my prince will come". He turned out to be a fourteen-year-old Indian boy whom she educated and hailed as the "World Teacher". At one point he protested: "I must get out of all this rot." But Mrs Besant had taught him a good trade, and as Krishnamurti he was to influence a generation.

Gurdjieff was his own hero, and twenty years younger than Besant. I do not think they ever met; perhaps they can get together in another incarnation. Gurdjieff founded his Institute for the Harmonious Development of Man in Fontainebleau in the 1920s, and it was in the transcendent discomfort of this community that the writer Katherine Mansfield took refuge to die.

Gurdjieff was a Greek-Armenian, whose early years of wanderings in Central Asia, often in disguise, sometimes spying for Tsarist Russia, are reconstructed by James Moore with many a baffled rhetorical question and many an exclamation mark. Gurdjieff made wads of money by trading in oil, carpets and cattle. He spent even more, and there was always yet more forthcoming from rich devotees such as Mabel Dodge Luhan. James Moore has been "active in Gurdjieffian circles" since the 1950s, and combines attentive respect with humour. He makes a brave stab at summarising the Gurdjieffian message. Here is a whiff of its Jaberwocky complexities. We on earth exist to feed the hungry moon with our essence; but beware the Kunderbutter, a malign organ at the base of the spine which has conditioned us to become self-centred somnambulists instead of the cosmic transformers we are meant to be.

On the evidence of these two fascinating books it seems a law of supernature that esoteric sects collect around them a limper-load of dross — doty rituals, and a membership that includes an unfair proportion of nutters and crooks. Feuds, schisms, and sexual scandals seem of the essence. Getting to grips with two people of such personal magnetism and shining irrationality suggests how close a seer's vision is to a schizophrenic's, and vice versa. Moore concedes that Gurdjieff often seemed "not quite sixteen annas to the rupee", and the same was true of Mrs Besant.

It is not ridiculous to adopt or to construct a metaphor for the meaning of life. What seems hubristic is the insistence that there is a secret knowledge, and that one possesses the key to it. Besant and Gurdjieff operated in a realm where deception and showmanship serve (perhaps) the truth. Gurdjieff was sometimes flagrantly fraudulent. The truth, he asserted, is only acceptable in the form of a lie. Think about it.

I went to a Radical dinner party last week, and the bold, unfeeling faces of some of the ladies and their reckless talk, quite shocked me. "These are not, as you might think, the words of an elderly Victorian bishop, but of Emily Davies, the founder of Girton College, when she was still young, to her friend Barbara Bodichon, in 1867. It is a remark I have always treasured, and it illustrates Professor Caine's point that the activists for particular feminist ends in the 19th century were not all radicals or even liberal in their general views."

Her other main theme is that the distrust or dislike of male sexuality shown by some Victorian crusading women looks less droll in the 1990s than it did in the 1960s and 1970s, when trouble-free sexual liberation for all seemed to be on offer. These themes are explored through four biographical essays devoted to women activists of the 19th century. All are interesting women with good stories, but it must be said that none is obscure, and three of them have been much written about already. They are Emily Davies, Josephine Butler and Millicent Fawcett, each the leader of a

Moralists break silence for the female majority

Claire Tomalin

VICTORIAN FEMINISTS
By Barbara Caine
OUP, £20

successful campaign: respectively, for higher education, against the Contagious Diseases Act and for the vote.

Frances Power Cobbe, the odd one out, was active in various fields, and a writer. She wrote that daughters had an invariable duty to serve their parents, but also that wives should be freed of any subservience to their husbands. Cobbe was a philanthropist, an anti-vivisectionist and a Damsel of the Primrose League who also welcomed the idea that God is both Father and Mother. She neatly illustrates Caine's point that feminism and radicalism were by no means synonymous.

Davies, the founder of Girton, is well known to have been deeply conservative — and a Conservative — in all areas outside her particular field. She was quite uninterested in general educational reform, her

one object being to get women exactly the same education as men, which meant she sometimes found herself in collision with more liberal educationalists: her quarrels with Girton's sister college, Newnham, are a case in point. Similarly, while she supported women's suffrage, she disliked any talk of rights. Needless to say, she opposed militancy. Davies's idea of drumming up support was always to get gifted people on to her committees. Given the way England works, this was the right strategy; and she was a brilliant committee woman, energetic, efficient, possessed of an indomitable will and a grim sense of humour.

Davies succeeded in keeping her sights narrow. Josephine Butler, who passionately and successfully campaigned against the legislation which subjected any alleged prostitute to forcible medical inspection, always believed she was running a broad moral crusade. Born and bred a Liberal, she hoped to transform society and indeed human nature.

Both Butler and Millicent Fawcett, who supported Butler's work, found themselves faced with sometimes paradoxical situations after the repeal of the Contagious Diseases Act, when the National Vigilance Association was set up in 1886. It was a sort of private police des mœurs, and enthusiastically backed by many feminists, who had great hopes of it. Girls in

danger were to be rescued, and clients prosecuted. Soon it was also opposing birth control, and then attacking Rabbits, Bats, Zola and their distributors.

Fawcett actually led a campaign against a Conservative parliamentary candidate known to have seduced and abandoned a girl of good family. Butler, on the other hand, was personally tolerant and would not join in condemnation of public figures whose transgressions became known, such as Parnell, Dilke and Wilde. The dilemma for feminists was, as Caine says, that the belief in equal rights, which obliterated considerations of gender, is hard to reconcile with the belief that male sexual power needs to be attacked, or at least questioned.

So this slim book raises some interesting issues, although it is not as comprehensive as the title suggests. General readers should be warned too that much of it seems to be chiefly addressed to other academic specialists in feminist theory and history. This is a pity, because Barbara Caine is a fine historian. Her previous work, *Destined to be Wives* — a first-rate study of Beatrice Webb's sisters — is now available as an Oxford paperback.

Beggar my bookie

David Lipsley

A LICENCE TO PRINT MONEY
By Jamie Reid
Macmillan, £17.50

In *The End of History and The Last Man*, Francis Fukuyama worries about the future of mankind. The species, he contends, is compelled by nature to live dangerously where, now that history is over, is that drive to be accommodated?

Jamie Reid's book describes a struggle which is elemental enough to meet the needs of this post-historical era. I refer, of course, to the battle between the punter and his old enemy, the bookmakers. The struggle, of course, predates the end of history. History was still going on when the Marquis of Hastings ran his brilliant filly Lady Elizabeth 13 times in 1867 in an attempt to get his money back, later ending it all, after seeing Herrin touch off Marikman (carrying £120,000 of the Marquis's money) in the Derby. Other great punters were wiser and some more successful. But few have managed in the long term to beat the book.

Reid's real heroes are the bookmakers. To the average Joe, the bookmaker seems the least heroic

of figures and, indeed, there is little romance in Hill's or Ladbrooke's. Forget them. Think rather of the bookmaker on the rails at Cheltenham, surrounded by men who may own the darkest, swiftest horse in all Ireland and who have pockets lined with punts to strip thousands from the bookmaker — unwise enough to offer the wrong price.

This is a perfect market place. The bookie who fails to stand a bet will soon be the bookie who cannot take a bet. Only a grasp both of the mathematics of betting and the psychology of gambling makes survival possible.

Glorious indeed is their trade. Anyone who believes in a Tote monopoly should read this book, and repent.

A MAJESTIC FIRST NOVEL THAT IS BOTH A LOVE STORY AND A POWERFUL EVOCATION OF HOW INDIVIDUAL LIVES ARE FORGED BY HISTORY

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In this rich and well-written study Sir Ian Gilmour seeks to define the nature of society, governance and violence in England between 1688 and 1800. He communicates his fascination with this complex and violent society.

The book is based on a wealth of references. Sir Ian has read comprehensively in local and general studies, recent and older works. The notes suggest a commitment of time that many academics are unable to emulate. Sir Ian should have had no difficulty in reaching the heights of academia, had he been so inclined.

Compared to their predecessors, most MPs lack a historical perspective. Debates are no longer illuminated or confused by frequent references to classical or British history. Few modern politicians have written historical works: those who have usually concentrate on the political history of the last century and adopt a biographical approach, a natural disposition for politicians who wish to see their own role as significant. No recent prime minister has followed the 5th Earl of Rosebery, who wrote biographies of Cromwell, Napoleon and Pitt the Younger, and a scholarly study of the early political career of Pitt the Elder.

Gilmour's work is especially interesting because he has chosen a period of fairly distant history and yet made it timely by his consideration of the themes of stability and the legitimacy of popular violence. He also makes an arresting comparison between Hanoverian England and 20th-century America.

Both, Gilmour argues, were intensely nationalistic, nearly always successful in war, and the richest countries in the world. Money and patronage played a major role in

Hoi polloi in a Whig's history



John Major got off lightly in Bolton: riotous scene from the Middlesex election, 1768

Jeremy Black

RIOT, RISINGS AND REVOLUTION
Governance and Violence in Eighteenth-Century England
By Ian Gilmour
Hutchinson, £25

their politics, while there was a vast "underclass" in each. Gilmour compares the situation in Britain, where much of the population lacked the franchise, to a modern America where many do not vote. Neither was really threatened by revolution, though modern America is more violent. In both, "habit, the governing myths and the magic of authority procure the consent of the great majority".

Whatever his personal politics, Gilmour is alive to the defects of Whig paternalism. Observation of the ethic was patchy, there was callous selfishness and the ideal

had an aggressive side, seen most clearly in duelling to assert and defend honour. The game laws and the views of the elite on election violence were equally hypocritical.

Gilmour responds by displaying considerable sympathy for the poor. "A sensible Tory" writing in 1751 "pointed out that crime would be reduced not by more stringently enforced laws but by providing jobs for those who were willing to work". Violence is not considered as necessarily bad in this context, and the term is used for the actions of both rulers and ruled. Gilmour argues that "in the 18th century some of the popular or non-governmental violence was beneficial". Rejecting the notion that popular and governmental violence should be assessed by

different standards, he concludes that violence came much more from the rulers than from the ruled.

The paradox with the recent use of such arguments by poll tax protesters raises the question of the present political purposes of history. On the right, though, less certainly in recent years, the emphasis has been on patriotism and nationalism as reflections of supposedly distinct national traditions.

On the left, continuity is expressed largely in terms of a specific and somewhat spurious view of national history based on working class consciousness. The overriding theme of such discussion is conflict, the vested orders versus the people. Opponents of the poll tax drew attention to past episodes of popular hostility to taxation. This interpretation is both historical, in that it looks for evidence of continuity and development, and ahistorical in that it underestimates the specificity of particular episodes.

At times, Gilmour appears to edge towards the same analysis, the "propertyed" or "political elite" against the "lower orders", but he goes on to provide a more perceptive and accurate analysis. Alongside oligarchical corruption, there was a reluctance to use force, social factors making for compromise and "the competence and moderation of the government". There was no revolution: no politician was assassinated until 1812; no land-lord was lynched. Sir Ian's sparkling study explains why and provides a model against which future historical works by politicians will be judged. We are a long way from *belles-lettres* and the bogus clarity of the left.

Dr Black is a senior lecturer in history at Durham University.

John Gilmour

Progmire's paradise postponed

Ian McIntyre finds the latest Mortimer exposes its author more than the media

Chesterton wrote somewhere that a good novel told the truth about its hero but a bad one told the truth about its author. *Dunster* is very good in parts — and most revealing about John Clifford Mortimer.

The main private activity of the narrator, Progmire, is worrying, and Mortimer gives him a good deal to worry about, including a daughter, Tash, who presents him on his birthday with a single rose, a packet of incense, a piece of soap in the shape of a woman's bottom and a small model aeroplane. Global warming and the Russian economy also preoccupy him a good deal, as does the question of whether he will be cast as Trigorin in a local amateur production of *The Seagull*. For good measure he lives in Muswell Hill and is employed as an accountant with a company called Megapolis Television based on the Isle of Dogs.

When Progmire is not worrying he is trying to shake off the friendship of Dunster, an old friend from school and Oxford days. In theory this should not be too difficult. Dunster is not only an investigative journalist — he has also stolen Progmire's wife and is intent on destroying his boss at Megapolis. Sir Crispin Bellhanger, KCB. The handsome and much-decorated Crisp was dropped behind the enemy lines in Italy during the war with the odds of Horace in his pocket and fought in the desert wearing a silk scarf and a pair of old cricket trousers. Dunster is bent on exposing him as a war criminal.

If this all sounds like an exercise in multiple pastiche — early Waugh, middle Linklater, a dash of Tom Sharpe and a gesture in the direction of Simon Raven — I have to say that for much of the book I was aware of several different John Mortimers competing for my attention. There is a serious Mortimer — he is extremely good, for instance, at conveying the pain of loss or betrayal. He is also a considerable show-off. When I read, in a savage cameo of one of the Megapolis directors, that "he began a little, snuffling giggle", at one of his own

jokes, I wondered if he had caught the habit from his creator. Unrelenting smartness can be wearing. I reckon that on a good day Mortimer gusts up to about Force 7 on the Ned Sherrin scale.

The writing only really calms down when Mortimer stops trying to impress and settles to his plot. Things look up considerably with the entry of Robbie Skeffington, QC, black of brow and fingernail, perched on the dizzy heights of the legal profession "like a gargoyle on a cathedral spire" and snuffing enormous damages: "I form a view when I first get my nose near the papers and I'm not often wrong."

I am not sure what a man "with a voice like a coasting Rolls" would actually sound like, but I enjoyed Progmire's encounter with "a swarm of killer cyclists wearing the sort of gas masks which make you think that chemical warfare has broken out". I was also quite taken with the image of a yapping dog

launching itself like a Scout missile at his groin and scoring a direct hit. Anybody who writes as much as Mortimer is bound to write unevenly. Occasionally we become aware that we are in the hands of the auto-pilot, and the best he can do is tell us that Progmire's Oxford college "was built in stone which went gold in the sunlight, with a quadrangle of bright green grass", or that somebody's house on the east coast was on the chilly side because the wind had "an uninterrupted journey from the steppes of Russia".

Mortimer manages to fit in the regulation number of untidings and unzippings. I did not keep a note of the incidence of copulation, but I am sure it will work out neatly at not less than one bout for each episode of the television series. He has been called many things in his time, from a former practising barrister to a champagne socialist, but nobody could ever call John Mortimer uncommercial.

Ian McIntyre was Controller of Radio 4 and Radio 3 and is a former associate editor of *The Times*. He is now writing the official life of *Reth*.



John Mortimer: would he become chairman of the Broadcasting Standards Council or even arts minister under Labour?

From both sides of the grave

Death is the sanction of everything the storyteller can tell. He has borrowed his authority from death", reads the epigraph (from Walter Benjamin's *Illuminations*) to this collection of literary journalism by Angela Carter, who died last month. Initially, at least, it is hard not to invest these essays with a gravity never intended by their author, for whom writing was a serious business, but not a solemn one.

And indeed the prevailing mood of the collection — which consists mainly of book reviews — is benign, even light-hearted. Contemporaries such as J.G. Ballard and John Berger, with whose (largely self-appointed) role as literary outsiders Carter perhaps felt some affinity, are celebrated for their uncompromising independence. Younger writers, such as Hanif Kureishi and Louise Erdrich, are generously praised.

Fortunately, there are exceptions to this general mood of goodwill. Paul Theroux gets some pretty sharp treatment. In the course of a review of *My Secret History*, as does the cookery writer Elizabeth David, seen as epitomising a certain kind of middle-class hedonism Carter clearly found insufferable. Yet even in those instances where the reviewer's habitual kindness deserts her, she mitigates the sarcasm with a touch of humour. Who but Carter would have included (as a codicil to

the aforementioned savaging of Elizabeth David) in the *London Review of Books* a selection of indignant letters received by the journal after the piece appeared?

A collection like this enables one to identify pervasive themes and preoccupations, from which a picture emerges of what the writer herself felt to be important about her craft. Carter was a champion of the open-ended, pluralistic narrative as opposed to what she saw as the closed, predominantly masculine structures of the Great Tradition. She quotes with approval Wallace Stevens's dicta, in "Notes towards a Supreme Fiction":

*It must be abstract
It must change
It must give pleasure.*

"Pleasure has always had a bad press in Britain," she remarks in the book's introductory essay. "I'm all for pleasure." She was also — as admirers of her study of the Marquis de Sade, *The Sadeian Woman*, will attest — fascinated by the politics of eroticism and the ways in which sex has been used by writers from Sade to William Burroughs as a means of undermining the repressive norms of society. In her own work, sex is always an instrument of subversion



Russell Hoban and Angela Carter: she was "all for pleasure".



Christina Koning

EXPLETIVES DELETED
Selected Writings
By Angela Carter
Chatto & Windus, £15.99

THE MOMENT UNDER
THE MOON
By Russell Hoban
Jonathan Cape, £14.99

— from the decadent sensuality of her early stories, to the bawdy good humour of her last novels. Again, this is reflected in some of the works reviewed here, which include Georges Bataille's pornographic classic, *The Story of the Eye* at one end of the scale and Walter De La Mare's delicately erotic *Memoirs of a Midger* at the other.

Other preoccupations are suggested by the various groupings of essays according to theme: writings on America ("the nation that invented itself and continually reinvents itself") and on American fiction, on food and "the semiotics of food" (a surprising number), on women writers and on "Home", which of course was London.

This section contains one of Carter's last reviews for *The Guardian*: a spirited account of Ian Sinclair's *Downriver*, a novel whose sinister vision of London as The City of Dreadful Night to some extent overlaps with the comic surrealism of Carter's own version of the city in *Wise Children*. Her description of Sinclair's work might apply as easily to her own, which, in the end, was just too eclectic in its concerns, too irreverent towards canonical shibboleths, to be wholly acceptable to the literary establishment. "With [its] mass of literary references, the sex magic, the degradations, the torture, the rich patina of black humour, this is a book that triumphantly rejects any possibility of the Booker short-list in advance."

I do not know whether Angela Carter ever read or reviewed anything by Russell Hoban (or vice versa), but if not it seems a pity, since Hoban's eccentric blend of arcane detail and precise topographical observation would doubtless have appealed to her.

In this collection of short stories and occasional pieces, mythological archetypes have the solidity of real people, whilst real people are surrounded by constant reminders

of their insubstantiality. Endings, in these stories, are enigmatic, conversations elliptical and time itself can be suspended in favour of "the moment under the moon" — a kind of alternative time in which anything can happen.

This ability to unsettle the reader by playing tricks with the narrative is something at which Hoban is adept. In his fictional universe, statues come to life, skeletons converse and even copulate with the living and a man interrogates a raven on the nature of darkness. In these stories, as in Hoban's most recent novel, *The Medusa Frequency*, there is a sense that the real drama is taking place not in any recognisable reality but on the typewriter page or the computer screen.

It is an impression which is reinforced by the assortment of autobiographical essays, literary criticism and fragments — handily titled "Certain Obsessions, Certain Ideas" — with which the book concludes. One of these pieces even begins "Here I am sitting in front of my computer monitor" and describes the author's feelings as he listens to a piece of music by Theloniou Monk. It is an attractive (and in this instance appropriate) idea: writing as improvisation; as jazz. A sort of literary equivalent of Taking a Line for a Walk, which endlessly delays the moment of closure.

Smash hitters play on

Derwent May

MY LIFE IN FLUX — AND VICE VERSA
By Emmet Williams
Thames and Hudson, £20

In 1962, in Wiesbaden, at an event called the Fluxus International Festival of Very New Music, a group of young Americans and Germans gently chopped and saved up a grand piano. There was a brief outburst of disgust in the press, and the world forgot.

But a book published this week reveals that that was not the end of it at all. For thirty years, there has been a whole mirror world of festivals, seminars and events going on, with all the panoply of Edinburgh or Salzburg, but where all the events were meaningless and all the participants were self-knowledgeable misfits or failures.

Emmet Williams, the author of the book, was one of the most energetic members of the Fluxus movement, the name that this drifting pack of cheerful anti-artists hung on to through all these years of shadow life.

He records the epic history of his *Alphabet Symphony*, in which he performed 26 pointless actions among a heap of rubbish: you could have seen it at the Café au Gogo in New York in 1965, or stumbled across it at the American Cultural Centre in Tokyo in 1976; you could even have caught an "elegant version" with a Mozart flavour in Salzburg, at the Language Happenings Gala in 1986. We watch Williams himself age in the photographs in the book, from a chubby youth with specta-



Emmet Williams with saw

cles to a rather portly gent. He seems always to have been an amiable character — violence played no part in his inconsequential radicalism. He does not say much about himself, but tells an amusing story about a childish act of rebellion, in which (as a good Sixties Freudian) he naturally claims Fluxus had its roots.

Apparently in Virginia in the Deep South, where he grew up, the forthcoming birth of a baby was celebrated by a Stork Shower, where the young mother-to-be was given a social evening by her friends, and a child dressed up as a stork gave her presents. Williams was regularly the stork, in feathers and long beak, and he hated it. One night he asked the pregnant wife: "Did the stork put the baby in your stomach all alone, or did your husband help?" There was no paring of the feathered head that night — but for the first time in his life, he says, he was "a happy, carefree, unemployed artist".

That is what he made a kind of anti-career of being — and he had no difficulty in finding others to join him in his anonymous and unrecorded triumphs. But there is a powerfully ironic twist in the tail of the story. How do we come to be reading about all this? The answer is that Fluxus, against all its principles, has hardened into a very solid, indeed heavy book (it feels like three bricks mortared together when you lift it). The publishers Thames and Hudson have taken Williams with a seriousness that he must seldom have known in his life, and lavished beautiful paper and illustrations on his chaotic memoirs.

Rarely have I read a more pointless, engraving book. Its publication by an art publisher seems to me to mark the total collapse of any sense of purpose or standards in the art world. But how Williams and all his cronies must be laughing!



Hancock's quest took him to Ethiopia, but he never saw the Ark

Seek, and ye shall find . . .

Brian Martin

THE SIGN AND
THE SEAL
By Graham Hancock
Heinemann, £16.99

This book is not what it seems. A seventh of its content is taken up by scholarly apparatus, references, notes and index. Yet far from being a work of substantial scholarship, it is a benign chimera of other forms: travelogue, mysterious adventure, coffee-table book. It is none the worse for its pretensions and leads the reader charitably through labyrinthine ways of romantic myth and curious speculation.

The author's quest is to discover the lost Ark of the Covenant, the biblical chest in which were lodged the ten commandments of the Law of God. He thinks that he has located it in a temple in Axum in Ethiopia. The trouble is that he never saw it: he was denied the "ocular proof". So, the conclusion of the book, that the Ark is there, resolves itself with an Othello-like suspicion, mere speculation based on a series of theories.

Another critic has written of another work of speculation, John Bossy's Whitbread Prize winner *Giordano Bruno and the Embassy*

Affair, that his theories "for sheer panache at least, are hard to resist": the opposite is true here. The guardian priest of the Axum temple forbade Hancock a view of the Ark's presence by a catch-22 interpretation of the rules. He politely pointed out that were Hancock to storm the protective railings in a mad rush, after his long journey, he was bound to be torn to pieces by an enraged local mob.

For all that, *The Sign and the Seal* is highly readable as a quest saga, and those not trained in sceptical discipline will want to believe Hancock's story. He tries to substantiate the account of the Ark's removal from Jerusalem to Ethiopia which is recorded in a 13th-century literary source, *Kebr*

Nagast, a version of the story of Solomon and Sheba. He makes plausible connections between the Ark, the Templar knights, Wolfram von Eschenbach's *Parzival* and Charters cathedral. He links two cryptic maps which he has identified, "one carved in stone in the north porch of Charters cathedral, the other encoded in *Parzival*". The evidence suggests to him that the Ark moved to Ethiopia.

The temptation is to ask the whereabouts of experts who support Hancock's theories. After all, his text is scattered with remarks such as "there is some debate about what is exactly meant by this" and "there is no proof of this". So Professor Richard Farnhurst and Dr Peter Lasco remain doubtful. Professor Edward Ullendorf views the *Kebr Nagast* as apocryphal. The section on the Templars has a particularly high incidence of "what if". The bias is towards agreement with Keats's bald sage, Apollonius: "Do not all charms fly/ At the mere touch of cold philosophy?"

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A strong service and market orientation is essential combined with well developed people skills. Applications are welcomed from a wide spread of industry sectors, however experience in the following areas would be of particular interest: leisure, hospitality, perishable commodities.

Please send full personal and career details, including daytime telephone number and current remuneration, in confidence to Ann Shepherd, Coopers & Lybrand Deloitte Executive Resourcing Ltd, 76 Shoe Lane, London EC4A 3J8, quoting reference AS/898 on both envelope and letter.

Coopers
& Lybrand
Deloitte

Executive
Resourcing

LONDON
TELE

071-481 4481

EXECUTIVE OPPORTUNITIES

FAX 071-782 7826

whiteheadselection

General Manager

Food Ingredients Company
South East England

Negotiable salary in excess of £50,000 + bonus + benefits

This £10m company sells a range of products to the food industry with particular strengths in the confectionery and snacks market. An autonomous entity within a large, world-wide 'blue chip' operation, the UK business has manufacturing and laboratory facilities as well as a technically qualified sales team. The company is committed to growth in market share through increased penetration of existing accounts/sectors and the targeting of new areas for expansion.

Reporting to the Vice President for Europe you will have full profit and loss responsibility and will work closely with the sales force and customers increasing volumes and market share while maintaining margins. You will also oversee the efficient running of the manufacturing plant and applications laboratory.

A graduate aged between mid-30's and early 40's, you will have a successful track record in the sales function, ideally with excellent contacts across the British food and beverage industry. General management experience is preferred but not required and experience gained outside the sales function in a technical, production or marketing capacity would be useful. Creditability, maturity and the ability to operate at a senior level within British industry are essential qualities as are a high energy level and entrepreneurial skills. The successful candidate will be able to motivate staff to achieve outstanding results. (Ref. 548)

Please write with CV and current salary to Donald Macdonald, Whitehead Selection Ltd,
43 Welbeck Street, London W1M 7HF
A Whitehead Mann Group PLC Company.

whiteheadselection

whiteheadselection

National Account Controller

FMCG - Grocery Sector

Location: Open

To £50,000 package, car, benefits

A young, dynamic management team well in tune with the demands of its customers, has made this high profile, branded FMCG manufacturer the market leader in its field. A respected PLC, it has recently published another year of record figures, despite the recession.

They now have a vacancy for a senior sales professional to be responsible for the Sales Director for a team of national account managers and a substantial proportion of their sales.

Aged 28-32 and probably educated to degree level, you will have had at least two years of training with one of the top 10 FMCG companies and gone on to develop an excellent track record of selling food or household products to the major high street retailers. Some brand marketing and management experience would also be an advantage. A committed team member, your presence, will to win and professionalism will all be self-evident.

The comprehensive package includes a high base salary, performance related bonus and usual 'blue chip' benefits. Career prospects are excellent. (Ref 547)

Please write enclosing CV to James Thorne, Whitehead Selection Ltd,
43 Welbeck Street, London W1M 7HF
A Whitehead Mann Group PLC Company.

whiteheadselection

Software Generation: The European supplier of choice for emerging yet proven software technologies, to solve the development productivity problems of major corporations. The company's product portfolio grows as the company grows, and adapts to changing priorities in the IT industry, but the standards of professionalism and service remain constant, as does its outstanding reputation.

SOFTWARE SALES

SOFTWARE GENERATION

£70,000 OTE HERTS

Software Generation: An exception to the rule during the last five years, enjoying steady growth, a growing reputation, and benefiting from management which has recognised the direction of IT Development, and always been ahead of the game.

Software Generation: The company's continuing growth has now led to vacancies for Sales Executives who can demonstrate:-

- A proven sales track record in the software industry
- The ability to sell business solutions at senior levels within major corporations
- Energy, commitment, professionalism and ethics
- A grasp of IT trends and their impact on the user community

Remuneration will be excellent, and career prospects clear. These are superb opportunities. In the first instance, please call Kevin McCourt on the numbers below, or send him a full CV at the Reading address of McCourt Consultants. The office is open today (Sunday) between 12.00 and 16.00.

MCL
MCCOURT CONSULTANTS LTD
69-85 St. Mary's Lane, Reading, Berkshire RG1 2LQ
Tel: Reading (0734) 509441. Fax: (0734) 507532.

Tri-Wall
Europe

COMMERCIAL MANAGER

£ Competitive + Car + Benefits

Monmouth

Tri-Wall Europe is part of the £260m David S Smith Group of companies and is an important producer and supplier of heavy duty corrugated packaging to the UK and Mainland Europe. Continuing expansion and development has created the opportunity to appoint a commercial manager capable of making a significant contribution to the growth and efficiency of the company.

Essential is the drive and energy to lead a team dedicated to improving the administrative, management and planning systems through a multi-disciplined approach. As a key member of the senior management executive, you will possess the broad numerical and business skills to play a full part in the company's planned growth. Equally important, however, are the interpersonal skills needed to manage change in an organisation committed to quality and innovation.

This position carries considerable responsibility and as such the benefits package reflects the personal demands that will be made on the successful individual.

The most important feature, however, is the opportunity to join a company who recognises the development of its own people, and will offer significant career opportunities.

If you are interested in this position or in other opportunities within the David S Smith Group of Companies, please send your C.V. to:-

Wigal Hayter, David S Smith
Packaging Division, Rutland Lane,
Clifton Road, Rugby CV21 3BQ
or Telephone 0788-535329

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SMITH

PACKAGING

Service Solutions

SALES AND SUPPORT PROFESSIONALS
BASED IN COVENTRY AND BASINGSTOKE

One of the world's leading Open Systems and Application Software companies is seeking skilled services sales and support professionals to join their team. This service business is recognised as being of strategic importance, providing an integrated service solution for its customers.

Senior Sales

OTE £50K plus car - High basic

These sales positions require a mature professional approach based on recognised sales training and enough technical competence to quickly establish customer credibility in such value added areas as networking, power and environmental solutions, disaster recovery, UNIX training, facilities and site wide service management and consultancy. The successful candidates should have been working in a quality service environment for at least three years. Understanding a team selling approach and a track record of major account sales is vital.

A critical element of these positions is the liaison with Systems Houses and Value Added Resellers to build successful working relationships.

If you have the required skills and experience for the Senior Sales role please call Jane Collis today (Sunday) on 0734 771100 between 10.00am and 2.00pm. Alternatively, send for the other positions, fax or post your CV to CTA as detailed below, quoting reference JC905.

Sales Support

Circa £24K plus bonus plus car

There are two distinct requirements. The first will require in-depth data communications/networking knowledge, whereas the second will need to be a specialist in delivering power and environmental solutions. These positions require strong skills in interpreting customer needs and the ability to respond rapidly by designing and costing appropriate solutions. You must have the ability to work with a demanding sales force and be skilled in areas ranging from proposal preparation to project management.

CTA
RECRUITMENT CONSULTANTS

Cathy Tracey & Associates Ltd,
Staverton House, 3-5 Easthamstead Road, Wokingham,
Berkshire, RG11 2EH. Tel: 0734 771100. Fax: 0734 771223

Open Systems
Customer Support & Field Operations

Sequent is the clear market leader in medium and large sized Unix Open Systems, with UK sales that grew by 36% in 1991

Substantial investment backs our commitment to building on what is already an outstanding range of post-sales services. Within the Centre of Open Systems Excellence we have created, providing first class support is a vital part of our development plans.

We recognise that it is quality and breadth which will continue to differentiate us from our competitors. We therefore only want the most ambitious and capable people to manage and grow our customer support function.

In return, we offer an environment that is second to none within the market place.

Customer Support Manager

Your primary goal will be to develop, expand and manage a large and diverse customer support

operation into which you will institutionalise the very best practices. Such that it will set a benchmark few could aspire to.

Clearly not an option for those inclined towards compromise or who have doubts in their ability to define and achieve the necessary performance and business objectives.

A graduate probably in your mid to late 30s, with at least 7 years managerial experience, key issues will include: the selection and development of personnel; the strategic planning and expansion of organisational structures; and the creation of new support responses which meet customer needs as they evolve.

An outstanding leader of both technical specialists and managers, you should have the underlying commercial strength and awareness required of a position which offers a considerable growth opportunity.

Field Operations Manager

Advanced hardware which is breaking ground in new areas of applications, requires a field support service of considerable intelligence, independence and flexibility.

Your objective will be the complete management of this provision, encompassing installations, upgrades, account management, logistics and the control of maintenance partner relationships.

A key individual in our senior level interface with the market, you must have had at least 4 years hardware support management experience (2 in open systems) and demonstrate a particular ability in putting true operational and management processes in place, not just policy and procedures.

For both positions, remuneration will not be a limiting factor in choosing the right individual.

To apply, forward your CV to Christine Gladen at Sequent Computer Systems, Weybridge Business Park, Weybridge, Surrey KT15 2UP. Tel: 0932 653833.

SEQUENT

BUSINESS ANALYSTS/4GL DEVELOPERS
CONSULT TO BLUE CHIP COMPANIES

HOME COUNTIES M40 CORRIDOR

TO £30,000 + CAR

This is an outstanding career opportunity for a talented and ambitious business professional to work in a consultancy role. Thorogood is a small, highly successful independent consultancy specialising in the provision of market analysis and strategic IT development to an impressive list of blue chip clients.

Your initial task will be to broaden your existing skills base whilst gaining an understanding of the Company's core business. The scope of consultancy work you will carry out will be varied and project-based and will involve the creative application of sophisticated modelling techniques.

We would like to hear from numerate graduates in their mid twenties to early thirties with 3 - 6 years experience in a numerate business environment. Your background will have included significant experience with 4GL technologies, and you will be able to demonstrate a clear ability to apply them in the areas of analysis and modelling.

For this position you should possess a strong commercial awareness combined with good communication skills, and the commitment and enthusiasm to succeed. The demands of this consultancy are high but so are the rewards. It will provide a genuine opportunity to influence the shape and direction of your career.

Please send full personal and career details, including current remuneration level, in confidence, quoting reference ST392 to The Personnel Director at:

THOROGOOD

Ansohn Ltd

Orville House
24/26 Cranford Street
High Wycombe
Bucks HP13 6LW
Telephone (0494) 464999

Finance Controller

c £35,000 + Benefits

S.E. Wales

This organisation, T/O in excess of £80m, outstanding in its field, is well placed to retain its eminent position through a period of major structural change in its markets.

A key factor in this success will be the delivery of prompt and cost effective planning and reporting services to Functional Heads. Reporting to the Director of Finance, the role will have full functional responsibility for the deployment of staff and systems to maximise advantage. A major contribution will be made to the strategic development of the function enabling a more proactive approach to business management and development.

Candidates should be mature graduates with a recognised accountancy qualification and a track record of success in a Group Finance function or in a significant subsidiary operation with emphasis on delivering visibility and control through sound planning and prompt reporting.

Benefits will be comprehensive providing excellent pension and relocation assistance to a region offering a wide choice of environments, centred on Cardiff, a dynamic and attractive regional capital. The quoted salary will not be a bar to the recruitment of a truly outstanding candidate.

OPUS
CONSULTING

Interested? Then telephone Huw Davies TODAY (Sun) between 2 p.m. and 7 p.m., on (0792) 651533 for a confidential discussion, or write with detailed c.v. to OPUS Consulting Ltd, 1st Floor, 101 Walter Road, Swansea SA1 5GF. Fax (0792) 651534.

Calling all Personnel Managers.

This is not a normal job advertisement. Indeed it may be the first of its kind.

An advertisement in which a company recommends its own skilled people to personnel managers in other companies.

But we're not placing it without very good reason. As you may well know, we are currently rationalising our European oper-

ation and this has unfortunately made job losses inevitable.

But what is unfortunate for us could be fortunate for you.

Federal Express owes much of its reputation to the quality and professionalism of its people.

These highly qualified people, from all

aspects and functions of our business are available for employment.

They have helped us and naturally we would like to help them in return.

If you have any opportunities available please call Federal Express on 0203 343333, and ask for our personnel department, or fax us on 0203 642415.



INTERCONTINENTAL EXPRESS DOCUMENTS, PARCELS AND FREIGHT.

Manufacturing Director Business Forms West Yorkshire,

The company is one of the UK's largest and most respected manufacturers of business forms. Part of a major plc with strong European connections, the company specialises in designing and producing creative and high quality bespoke print work. A Manufacturing Director is required to take the lead in implementing the company's commitment to higher efficiency and improved customer service through a quality management philosophy. BS5750 accreditation is currently being sought. Applicants are likely to have a degree together with significant senior management experience of running a dynamic, fast changing, manufacturing environment. They will be able to demonstrate success in solving problems in material and machine utilisation and in handling industrial relations. Male or female candidates should submit in confidence a comprehensive C.V. to: N.A. Holmes, Hoggett Bowers plc, 11 Lickon Square, LEEDS, LS1 4LY, 0532-448661, Fax: 0532-444401, quoting Ref: L25024/ST.

Hoggett Bowers

BIRMINGHAM, BRISTOL, CAMBRIDGE, CARDIFF, EDINBURGH, LEEDS, LONDON, MANCHESTER, NEWCASTLE, WINDSOR and representation throughout EUROPE.

Operations Controller Retail/Catering

Thames Valley

c £38,000 + 50% Bonus + Car

This dynamic and ambitious company is committed to revitalising its operational interests through a carefully planned brand strategy and investment programme. Its objective is to enhance profit/margin performance through raising standards of customer service and product quality. There is a need for a proven and skilled operator to provoke and encourage change within this multi-site operation with a turnover in excess of £100M.

Reporting to the Operations Director, you will be required to motivate, develop and liaise with unit general managers ensuring that operating performance is enhanced and maintained. This will involve:

- developing quality standards throughout the business;
- improving customer service and merchandising/product presentation;
- ensuring achievement of targets for performance and efficiency;

ST. JAMES ASSOCIATES

Identifying specific areas of best practice and applying these methods across other outlets where appropriate. Probably aged mid-30's, candidates will have experience of managing large multi-site retail operations and be able to thrive in a fast-moving, change-oriented environment. Drive, first rate interpersonal skills, commercial acumen and creative thinking are essential characteristics in order to earn respect from experienced, results-oriented general managers and other senior management.

The attractive remuneration package includes a substantial, performance-related bonus, fully expensed executive car and stock options.

Interested applicants should write, enclosing a detailed CV, to James Hyde at the address below, quoting reference number 1077.

MANAGEMENT SELECTION

32 OLD BURLINGTON STREET, LONDON W1X 1LB FAX: 071-287 2821. TELEPHONE: 071-287 2820. A GKR Group Company

Lautro

Life Assurance and Unit Trust Regulatory Organisation

SENIOR ENFORCEMENT OFFICER (COMMUNICATIONS) CENTRAL LONDON

The Life Assurance & Unit Trust Regulatory Organisation needs to appoint an additional Senior Enforcement Officer to its head office monitoring team. This is a major new position - involving liaison with the heads of Lautro's "field" teams, lawyers, accountants and actuaries - and the remuneration package offered reflects the calibre of candidate sought. The successful applicant's prime responsibility will be to support the Chief Enforcement Officer in his role as Secretary to Lautro's Monitoring Committee. This will include participation in the presentation of reports on serious cases and the preparation of papers on matters of policy, guidance, and rules interpretation. The job-holder will also assist in communicating the Committee's decisions to the Lautro Members they

concern, compile a regular programme of guidance notes to all Members, and help devise and co-ordinate various "paper" monitoring exercises. This is in addition to providing general assistance with answering Members' complex queries. The ideal candidate will be a graduate aged 35-45 and will possess a written style which is clear, accurate, attractive and concise. Preference will be given to applicants who can also demonstrate experience of some sphere of regulation, the life assurance industry, serving committees - or, ideally, a combination of at least two of these areas. Suitable candidates may at the moment be working in regulation, the law, audit, the civil service, or a senior head office position in a life assurance company, and will currently be earning at least £35,000 p.a.

Applicants, who will be considered alongside internal candidates, should submit their curricula vitae to:

Charles Mott, Personnel & Administration Manager
Lautro Ltd, Centre Point
103 New Oxford Street, London WC1A 1QH

Westminster Foundation for Democracy Chief Executive

London

Attractive Package

The Westminster Foundation for Democracy is an independent, non-partisan body recently established by Government with the support of the British political parties and trade unions. Its aim is to promote the development in emerging democracies of pluralist democratic institutions such as political parties, trade unions, the media and voluntary organisations.

Heading a small team, the Chief Executive will be responsible for building an organisation capable of achieving this goal through effective investment of substantial grant-in-aid. His/her key responsibilities will be to:

- promote the influence of the Foundation through extensive travel and contact with relevant bodies overseas;
- apply rigorous financial and management control to suitable projects;
- encourage private sector investment to enhance the Foundation's role.

ST. JAMES ASSOCIATES

Candidates should have experience of countries with developing democratic institutions. Familiarity with the workings of national government, acute political sensitivity and in-depth knowledge of emerging democracies are essential, whilst previous exposure to fundraising and PR activity is highly desirable. Key personal attributes include first-class communication skills, personal stature and, of course, total integrity to promote successfully the interests of the Foundation, both within the UK and overseas.

Interested applicants should write, enclosing a CV, details of current remuneration and a summary of the reasons for their particular suitability for this appointment, to Roger Howell at the address below, quoting reference number 1107. The closing date for applications is Friday, 24th April.

MANAGEMENT SELECTION

32 OLD BURLINGTON STREET, LONDON W1X 1LB FAX: 071-287 2821. TELEPHONE: 071-287 2820. A GKR Group Company

EXECUTIVE OPPORTUNITIES

Agip (U.K.) Limited is the British subsidiary of Agip SpA, a leading international oil company with worldwide operations in four continents. Heavily committed to the North Sea as operator of the T-block fields and with production interests in six others, we have grown rapidly in recent years and are now pursuing ambitious and aggressive exploration and appraisal programmes. To fulfil these commitments and maintain an outstanding level of performance we currently seek the following highly motivated individuals who will be based at our London office.

ASSISTANT ECONOMIC ANALYST

Reporting to the Economic Analyst, the successful candidate will carry out economic analyses and evaluation of new development projects, assess the viability of existing fields and explore alternative development/commercial options.

The role calls for a graduate with several years' experience of financial and corporate modelling within the oil and gas industry. Candidates will be computer literate with well developed interpersonal skills.

LOG ANALYST

Reporting to the Chief Subsurface Geologist you will have responsibility for evaluating well log data from all wells in which Agip has an interest, along with monitoring the work performed by logging contractors. This will involve a wide range of duties including the supervision of wellsite logging, developing and maintaining a petrophysical data base and carrying out a computerised analysis of log data.

You should have a relevant degree with a minimum of 5 years' experience gained with an operator or service company, including two years offshore. In-depth knowledge of all standard types of well log and a good degree of computer literacy are essential, as are good communication skills, commitment and enthusiasm.

For both of the above positions, we offer a competitive salary and benefits package including pension scheme, generous life assurance cover and private medical insurance. Relocation assistance will also be provided where appropriate. To apply, please send a full CV with current salary details to: Clive Painter, Personnel Adviser, Agip (U.K.) Limited, Southside, 105 Victoria Street, London SW1E 6QU. Tel: 071-630 1400.



AgipUK

Sales Director

Consistent sales and profit growth, major long term financial backing and a track record of delivering added value quality IT products and services to major corporates are the keynotes of our client's success story.

The role of the Sales Director will be crucial in ensuring achievement of strategic goals. For the successful individual, it provides an opportunity to take Board responsibility for a UK wide sales team who are developing an expanding prestigious client base. The scope to dramatically influence the future of this business is second to none. Your track record and ability to meet the challenge must reflect this.

You must have a consistently successful track record in selling products and services to major blue chip organisations, as well as having had full accountability for leading a team of at least 25 sales professionals. Board-level credibility, pragmatism and the determination to deliver are essential.

To attract the calibre of individual our client seeks, this appointment carries a substantial basic salary and a range of excellent benefits including equity participation, private health and executive company car.

In the first instance write to **Hugh McVicker** enclosing a full CV together with recent salary progression at **Macmillan Davies Consultants**, Salisbury House, Bluecoats, Hertford, Herts. SG14 1PU or call him on 0992 552552. Fax No. 0992 589434.

A Board Appointment

c. £100,000 Package

South East



Macmillan Davies

SEARCH & SELECTION

CJA

RECRUITMENT CONSULTANTS GROUP

3 London Wall Buildings, London Wall, London EC2M 5PJ

Tel: 071-588 3588 or 071-588 3576

Telex No. 887374 Fax No. 071-256 8501

Director level appointment with excellent prospects for wider responsibility within 2-4 years

CJRA

PORTFOLIO MANAGER COMMERCIAL PROPERTY FINANCE

package £35,000 - £50,000 plus car

LONDON W1

FINANCE DIVISION OF MAJOR MULTI-NATIONAL GROUP

We invite applications from graduates or equivalent, in their 30's, who must have had property industry experience and who will be either bankers, lawyers or surveyors with at least 5 years' demanding and creative exposure to arranging commercial property financings either within the professions or with a property management group. As the selected candidate you will report to the Managing Director and be responsible for proactively managing, motivating and monitoring a dynamic UK commercial property portfolio team. It is essential to have successfully managed portfolios and major deals, worked on refinancings, leading a team imaginatively as well as effectively solving problems. This is a high profile role liaising closely with the presentation team and dealing with clients, therefore key personal qualifications will be well-developed management attributes, strong written and verbal marketing skills and an eye for detail. Initial remuneration by way of high salary and performance related bonus is negotiable in the range £35,000 - £50,000, car, contributory pension, insurance, medical scheme and removal expenses if necessary. (Ref: PPM24228/ST)

NB An experienced Property Portfolio Analyst is also sought for this team £30,000 - £40,000. (Ref: PPM24228/ST)

Applications in strict confidence quoting appropriate reference will be forwarded to our client. If there are any companies to whom you do not wish your application to be sent, these should be listed in a covering letter and the envelope marked for the attention of The Security Manager. CJRA

Deputy General Manager

c.£38,000 + Car

Speciality Chemicals

South Wales

This international company is a major producer of high performance speciality chemicals for Global niche markets.

A graduate Chemical Engineer, you need to have gained extensive experience in a manufacturing managerial role. Your current brief should be to optimise productivity, cost and quality within a batch production chemical process environment.

You should now be keen to use your production expertise to make an impact and establish credibility within a new organisation before gradually broadening into General Management.

A strong commercial appreciation of satisfying internal and external customers and a commitment to TOM is essential while international exposure will prove extremely useful.

A negotiable starting salary, car, benefits and relocation assistance are offered to attract the right applicant.

Interested? Then telephone Robert Edwards TODAY (Sun) between 2 pm and 7 pm on (0792) 651533 for a confidential discussion, or write with detailed c.v. to OPUS Consulting Ltd, 1st Floor, 101 Walter Road, Swansea SA1 5GF. Fax: (0792) 651534.

OPUS
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Hongkong's Leading English Newspaper

The Classified Post carries the largest volume of classified advertisements in Hongkong. It can sell your property, fill your vacancies, place your business notices and more.

Mr. Anthony Turner, Classified Post, 100-102, Old Street, London EC1Y 9BX, England. Tel: 011-490 5551 Fax: (71) 490 2221



Long Cheong Street, Hong Kong, Tel: (852) 565 1212

Business Services

Marketing Director

Up to £50,000 + Benefits

North West

The company is the stand-alone subsidiary of one of the UK's leading insurance groups. It provides technical and insurance services to industry and is the market leader in its sectors. This new appointment is seen as critical to future successful business performance and represents a conscious decision to introduce a marketing-led approach.

THE APPOINTMENT

- Member of the top management team, involvement in all aspects of the business.
- Overall responsibility for marketing strategy and implementation of detailed marketing plans.
- Reassessment of the fundamentals of the product, service, volume, price, gross margin mix.
- Management of business sector marketing groups and marketing support services.

REQUIREMENTS

- Graduate calibre intellectual skills.
- In-depth understanding of marketing techniques gained in marketing-led organisations.
- Experience in business-to-business marketing, with probably some exposure to consumer product sales/marketing.
- Significant line management experience.
- Proven ability to pioneer new developments.
- Ability to relate to the insurance business and an industrial customer base.

Please apply in writing with a full CV and salary details by 15 April 1992 to: Geoffrey Mather, K/F Associates, Pepys House, 12 Buckingham Street, London WC2N 6DF.

K/F ASSOCIATES
Search & Selection
A DIVISION OF ROBERT PERRY INTERNATIONAL

HEAD OF SALES AND MARKETING

This is one of the world's major manufacturers of specialised products for manufacturing industry, working to the very highest standards of product quality, delivery and service; the market leader with a reputation which is deservedly second to none.

The Head of Sales and Marketing will be responsible to the Managing Director for achieving budgeted sales through the very substantial sales force, and for marketing development, with special emphasis on strategic and longer term issues.

You will probably be an engineer by training, but will have held a senior position in the Sales and Marketing function, with particular emphasis on sales, in a business which sells premium industrial products. You should have managed considerable numbers, and will have been able to make a contribution at a strategic level.

This is an opportunity to make a major contribution to a first class company in a key role; career prospects are excellent.

Please send your CV in confidence to Charles Theaker, Theaker Monro & Newman, Wrens Court, 60 Victoria Road, Sutton Coldfield, West Midlands, B72 1SY, quoting reference: 4201.

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High grade industrial products

West Midlands

c. £40,000 Car

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Marketing Director

Market Leader - DIY Products

c.£40,000 + Bonus & Benefits (including relocation) South East

Key appointment in leading marketing driven manufacturer and distributor in the DIY sector. Opportunity to plan and facilitate growth and new product development, building from strength.

THE COMPANY

- Major subsidiary of rapidly expanding, acquisitive quoted group.
- UK market leader in core products distributed through builders merchants and retail multiples.
- Well focussed marketing led strategy. Innovative and dynamic board.

THE POSITION

- Devise and implement annual marketing plan through established department.
- Drive NPD strategy with remit to refocus customer base.

- Develop advertising and PR plan to support business strategy.

QUALIFICATIONS

- Graduate calibre blue chip marketer, aged 30-40, with recent branded consumer products experience, ideally marketing to retail multiples.
- Strategic and financially aware operator with vision. Able to conceptualise and implement in a "hands on" fashion.
- Energetic and committed team player with strong leadership and communication skills. Capable of progressing further in the short term.

Please write, enclosing full cv. Ref L1290
54 Jermyn Street, London, SW1Y 6LX

SELECTION
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MANCHESTER • 0625 539953 • GLASGOW • 041 204 4334 • ABERDEEN • 0224 636080

Chief Executive

Excellent salary plus substantial bonus and benefits package

Highland Spring is already the leading UK mineral water producer. A Chief Executive is sought to build on the company's current success and to achieve even greater national and international penetration for this premier brand.

HIGHLAND SPRING

- Privately owned, growing at over 20% per annum.
- Multi-million investment in production facilities in Scotland to keep pace with growing market demand.
- Rapidly expanding sector. Opportunities exist for substantial growth in the UK and export markets.

THE POSITION

- Full responsibility for all activities, emphasis on sales and marketing. Autonomous position.
- Reports to Chairman (non-executive). Key member of main Board fully involved with overall strategy.

- Prime objectives to stimulate sales, increase market share, maintain and improve profitability.

QUALIFICATIONS

- Experienced general manager, with international sales and marketing background from blue-chip FMCG company.
- Age is open. Must have proven track record of management success and the energy to lead an ambitious, highly motivated team.
- Vision, flair, strong commercial and financial acumen and leadership skills.

Please write, enclosing full cv. Ref SL1291
7 Shaftesbury Court, Chalvey Park
Slough SL1 2ER

SELECTION
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Assistant Director Of Studies - Brand Marketing

c.£35,000 + Car + Consultancy Opportunities

"Our mission is to help Managers enhance their natural curiosity to learn, adapt, and develop, to challenge assumption".

Ashridge is one of the world's leading centres for management and organisational development, and its teaching facility is renowned for its wide-ranging experience and in-depth understanding of the real needs of business. The successful applicant will specialise in creating and delivering high quality learning experiences for managers attending brand marketing programmes. In addition you will be closely involved in the broader marketing management and business development programmes, as well as for researching and developing new teaching materials appropriate. Ideally aged between 28 and 45 you will have a good first degree, plus an MBA or Ph.D. This needs to be complemented by either five years plus teaching experience at a renowned business school or significant blue chip fmcc marketing experience. We are thus looking for evidence of successful implementation of high quality marketing solutions, either as a consultant or as a practitioner. Other key attributes include international awareness, creativity, and credibility, plus having the overall ability and strength of personality to be able to improve Ashridge's penetration of international marketing. The excellent fringe benefits package will include a car and bonus scheme, plus the opportunity to enhance earnings via private consultancy. Relocation assistance will also be provided to this superb location situated about 30 miles to the North West of Central London.

Male or female candidates should submit in confidence a comprehensive c.v. to: M. Stein, Hoggett Bowers plc, Brunswick House, 61-69 Newmarket Road, CAMBRIDGE, CB5 8EG, 0223-324441, Fax: 0223-328250, quoting Ref: F21021/ST.

Hoggett Bowers

BIRMINGHAM, BRISTOL, CAMBRIDGE, CARDIFF, EDINBURGH, LEEDS, LONDON, MANCHESTER, NEWCASTLE, WINDSOR and representation throughout Europe.

Head of Contracts and Procurements

Information Technology

With a turnover of over £500 million and employing some 15,000 people, the AA is one of the largest motoring organisations in the world. Best known for its breakdown and recovery services, the Association also provides insurance, financial services, consumer protection, legal advice and publishing.

The tremendous growth and success of the AA over many years has hinged upon its basic aim to provide a highly efficient and comprehensive service to its customers. To support this service requires the best Information Technology that money can buy and each year the Association makes a significant investment to ensure that its systems are always up to date.

Clearly, this expenditure needs to be carefully managed. We are, therefore, seeking an experienced IT professional with a proven track record including the procurement of bespoke turnkey systems. This will

cover the management of invitations to Tender and the evaluation of Supplier Proposals. A consummate negotiator, you will ensure that the best terms are obtained in all contracts whilst maintaining quality and service.

In recognition of the significant role you will play within the organisation, you will be rewarded with an excellent package including pension and health schemes, 27 days' holiday, company discounts and relocation assistance where applicable.

To apply, please write, enclosing a current CV to the advising consultant, John Kaarmey at the address below. Please quote Ref: HN574 and include your current salary details and a daytime contact number.

AA

HARVEY NASH DRAGON COURT 37/39 MACKLIN STREET LONDON WC2B 6LN
TEL: 071 333 0033 FAX: 071 333 0032

Operations Manager

c.£28,000

Reporting to the Board of Directors and required to take full responsibility for all manufacturing activities including production materials management, quality and production engineering.

The ideal candidate will be in the age range 35-45 with a degree or equivalent. You will be experienced in the implementation of modern manufacturing techniques, JIT and MRP and have a real focus and commitment to continuous improvement and total quality. This is an exceptional career opportunity for an experienced professional with well developed motivational skills who can demonstrate true hunger, energy and ambition to lead, change and achieve manufacturing excellence in a high volume electromechanical environment.

Production Engineer
c.£20,000

Senior Design Draughtsman
c.£16,000

Chief Accountant
c.£28,000

Applicants must have a reasonable journey-to-work time, no longer than 30 minutes.

Please telephone our Personnel Department
Aeroelectric Switches plc, West Molesey,
Surrey, (near Walton-on-Thames)
Tel: 01 879 3232



The Army's Sixth Form College

Gateway to a career as an officer in today's technical Army.

Applications from boys only for the January 1993 intake close on 1st May 1992. Boys should be between 15½ and 17½ years old at time of entry to the College. They should already have or expect to obtain 4 GCSE grades A-C (or equivalent) including English Maths and Physics (or a subject including Physics).

For further information about education at Welbeck College, please phone 0345 301111 and quote 0693. Or post this coupon.

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Postcode _____ Date of Birth _____
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Send to: Major John Gifford, Army Officer Entry, Freeport 133, Dept 104, BRISTOL BS1 1YX.

Army Officer

ALL BOX NUMBER REPLIES SHOULD BE ADDRESSED TO:

BOX No.

c/o THE SUNDAY TIMES
P.O. BOX 44, VIRGINIA ST.
LONDON, E1 9DD

COMPLIANCE OFFICER

We are the U.K. subsidiary of one of the U.S.'s leading investment management firms. We are expanding our European as well as global operations in London.

We are seeking an experienced (minimum 2 years) Compliance Officer to oversee marketing, investment and back office functions for our investment management and unit trust businesses.

All candidates must be EC Nationals with strong academic backgrounds and solid investment management compliance experience with particular emphasis on IMRO Rules. Additional experience of LAUTRO and U.S. securities regulations a definite advantage.

We offer an outstanding compensation package of benefits. Qualified individuals should send a current curriculum vitae in confidence to Jon Groom, Director, Alliance Capital Limited, 6th Floor, 155 Bishopsgate, London, EC2M 3XS or fax to 071 496 0030.

Alliance Capital

Member of IMRO



Director European Software Development

Dynamic international service company seeks ambitious, experienced manager to expand its business in the software sector.

With offices in 5 European countries plus the USA, Tek is one of Europe's leading translation companies, specialising in the production of documentation and "localisation" of English software for use in Europe.

The successful applicant, probably a graduate in computer sciences with at least one foreign language, will have a proven track record with a major company in the software, or allied industry. An in-depth knowledge of programming is important, and experience of PC & Macintosh environments. Also experience in project management and software localisation. The post will involve a great deal of client interface.

The ability to play a major part in strategic planning for Tek's European business is essential.

Tek offers excellent prospects with an attractive salary package plus subsidised restaurant and leisure club with squash, gym etc. Please write with CV, in strict confidence to R H Stanley, MD.

Tek Translation International Ltd
Grove House, 27 Hammersmith Grove, London W6 0NE

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£40k rising to £75k + Age 27-40
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(Japanese Bilinguals also required)

The Hospitality Group is one of the world's largest and fastest growing event promotion groups. The company's main areas of activity are as corporate hospitality village organisers, exhibition organisers and theatrical presentations at events as diverse as The Olympics, the Chicago Opera Festival, the 1993 World Fair, and the World Power Exhibition.

You will be a highly motivated, ambitious individual with excellent communication skills, used to being rewarded by results, and able to move quickly from UK team management to an international divisional management role. The company's services are sold by highly motivated, outgoing, direct sales teams as well as by smaller key account teams. You will therefore have the experience and ability to sell in any type of environment. The remuneration package is designed to attract the highest calibre of sales professionals.



Send CV in strict confidence to: The Human Resources Director
The Hospitality Group, 46/47 Pall Mall, London SW1Y 5JG
Quote Ref: JD1

World Leaders in Corporate Event Sales

BUSINESS DEVELOPMENT MANAGERS

To £40K + Car + Benefits

Excellent opportunities for proven I.T. sales professionals
Admiral Computing Limited is one of the UK's leading software development houses and an important member of the respected Admiral plc group of Information Technology companies.

Since its formation in 1979, Admiral's success has been built upon an unrivalled track record of developing systems on time and within budget. In order to sustain its growth, particularly within the Banking business sector, several opportunities have arisen for IT professionals with proven sales and marketing skills. Your role as Business Development Manager will be to identify, pursue and win new business in major organisations throughout the UK, as well as developing relationships with Admiral's existing customers.

It is likely that you are aged 30-45, and can demonstrate a successful record of selling IT services within 'blue-chip' accounts. Additionally, a good understanding of the systems development process is considered essential.

This represents a superb opportunity to join a successful, highly professional, computer services company offering excellent career prospects.

For further details please contact:

June Davis
Admiral Computing Limited
Admiral House
193-199 London Road
Camberley
Surrey GU15 3JT
Tel: 0276 492249

Offices in Camberley, Bristol, Altrincham, Coventry, Birmingham and Leeds



Export Director

Automotive Aftermarket

c.£45,000 + Car North West based

Our client is a fast expanding force in the automotive aftermarket and is an important division of a major UK based chemical group with substantial interests in many fields.

Reporting to the Managing Director your role will centre on the continuing successful development and implementation of an ambitious marketing programme for Europe of fast moving products, many of which are household names in the UK. Candidates should be in their middle 30's or 40's, well educated and have experience in the automotive aftermarket in Europe and have achieved marked success to date in sales marketing within a manufacturing company. Essential personal qualities must include creative and commercial skills with a 'hands on' pragmatic approach to business plus determination to succeed. A command of German and/or French would be of advantage. Benefits in addition to a high negotiated salary will include profit related bonus, prestige car, free private health for self and family and relocation assistance as necessary. Please write in strictest confidence with comprehensive curriculum vitae to Ref: MB245.

Austin Knight Ltd.,

Ship Canal House, 98 King Street, Manchester M2 4WD.

Replies will be forwarded to our client unopened.

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Neither means being out of the running

We are a team of career professionals who care about your future, whether you are employed or not. Finding the right job is all about confidence, aptitude and contacts. Our expertise is comprehensive and individually tailored to meet your needs, goals and the right position - usually within the unadvertised market.



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SENIOR RECRUITER / HEADHUNTER FOR 'NEW VENTURE' IN 'PAYMENT SYSTEMS' SALARY £££

We are a well established Company looking to expand into the payment systems recruitment market, a venture which will complement our existing business. To this end we are seeking a high-calibre individual with several years experience within this specialist field.

The successful candidate for this post must be able to demonstrate an outstanding track record, an impressive client list, a specialist knowledge of payment systems, the ability to liaise at senior level and the maturity to help build a new business.

In return we can offer you a highly challenging role with outstanding prospects and an excellent salary package working within a friendly, professional environment.

If you are confident that you have what it takes to excel in this post we would like to hear from you. Please reply as soon as possible outlining the reasons why you feel we should consider you.

Please reply to Box 7967.

BUSINESS CONSULTANT

Competitive Salary
Age Range 21-35

Origo Services Limited are currently seeking to appoint an enthusiastic and ambitious person to complement a unique venture within the Insurance Industry.

The ideal candidate would be someone who has knowledge and experience of financial services business, preferably with an independent intermediary background.

The right candidate will be required to provide a consultancy service to both Independent Financial Advisers (IFAs) and Tied Agents in respect of day-to-day business issues and technology requirements. Selection Criteria:

- Financial Services Experience.
- Excellent communication skills - both written and verbal.
- A basic understanding of IT, particularly from a user point of view.
- The ability to work under their own initiative (unsupervised for the most part).
- The ability to work as part of a team (currently consisting of seven).

Suitable candidates should apply in writing to Pamela Martin (Consultancy Manager) at Origo Services Limited, Origo Centre, Heron-Watt Research Park, Riccarton, Edinburgh, EH14 4AP. Closing date for applications will be Monday 13 April 1992.

ASST SEC to GENERAL COUNCIL

READING to £23K

The General Council and Register of Osteopaths (GCRO) is to appoint an Assistant Secretary, reporting to The Secretary, responsible for day-to-day operations, administration, professional affairs and PR.

We seek a literate and cultured man or woman (some tertiary qualification) with excellent interpersonal skills and a marked capacity for administration, PR and public speaking. Some experience of health care, professional organisations and/or HM Forces useful but not essential. Non-smoker. Age indicator 45-55+.

Salary negotiable to £23K. No other benefits. Relocation not envisaged.

Please write to the consultant to the GCRO:
David Mackintosh, Mackintosh Enterprises,
7 Dover Park, Windsor, Berks SL4 4BQ
quoting Ref: DM/112.



Systems Director

Midlands : c£60,000 + bonus and executive benefits

With the backing of a £multi billion Plc and a clear plan for aggressive expansion, this dynamic computer services business already has an enviable track record. A well established customer base and a total quality commitment have provided the platform for threefold growth in the last 5 years. With the appointment of a new senior management team, the business is poised to double its share of the value-added services market, particularly in the open systems arena.

Reporting directly to the Managing Director, this high profile role will play a key part in creating a more commercial and customer-responsive organisation.

In running this part of the business you will have several key priorities. Firstly you will ensure the highest standards of client service, creating the breadth of technical expertise to predict and respond to customer requirements for leading-edge systems solutions.

The second, equally vital, emphasis will be on delivering exacting sales and cost budgets, ensuring maximum resource

utilisation on customer projects. In addition, you will provide high quality internal MIS solutions for this 700 strong business; this will entail managing an already highly motivated function to maximise productivity whilst developing the quality programme.

To succeed you will be a dynamic, commercially strong MIS professional who is equally confident in technical and business areas. A demonstrable track record of managing change in a quality, profit-led organisation is crucial, as is your expertise in managing numerous, complex projects to tight deadlines through diverse groups. You will also be comfortable managing in a multi-platform environment with the focus on applications support/management.

Above all you will be a highly credible, persuasive business manager able to add maximum value to our client's growth plans in the minimum timescale.

Please write, enclosing CV, salary details, and quoting Ref 82513 to: Sean Redmond, IT Practice, MSL Group Limited, 32 Aybrook Street, London W1M 3JL.

MSL International
CONSULTANTS IN SEARCH AND SELECTION

Excellent opportunity for FMCG/Financial Products marketing professional to provide strategic and practical support to sales units

MARKETING-FINANCIAL PRODUCTS

CITY

c.£35,000 + banking package

Royal Trust offers a variety of international services designed to meet the banking, investment and financial strategies of our clients.

The Europe and Caribbean division of Royal Trust is developing and building a marketing operation based in London. We need to recruit a key member for this team who will report to the Head of the Team and be responsible for British Isles marketing; this will involve the development of a marketing strategy both for the export of RT products of British Isles origin through RT distribution channels overseas, and for the import of RT products from other locations worldwide.

We are looking for a graduate or equivalent, with a minimum of 5 years' demanding marketing

experience which must include FMCG as well as financial services products.

Competence in the following areas is essential: market research and strategic planning; product design; advertising; direct marketing; sales presentation and development; public relations; building a database marketing capability and programmes.

We offer a salary of c.£35,000 + car benefit, mortgage subsidy, non-contributory pension and performance related bonus opportunity.

Applications, with full cv, should be sent in the first instance to Mike Burns, Managing Partner, Human Resources, Royal Trust Bank, Royal Trust House, 48-50 Cannon Street, London EC4N 6LD. Please quote MFP on envelope.

ROYAL TRUST
INTERNATIONAL

Stamp Production Manager



Take a moment to consider the following facts each year, Royal Mail produces over 5 billion stamps. We launch over 100 new products. The production budget alone is £20 million. All this activity takes place in an organisation with an expanding turnover in excess of £4 billion: an organisation which has achieved growth in profits in each of the last five years.

The facts shouldn't disguise the business goals: to uphold our worldwide reputation for the highest standards of print and to provide for all our customers the highest levels of service.

Now take a moment to consider our offer: the responsibility, in a newly created post, for driving the entire stamp, stamped stationary and philatelic item production processes - from design to delivery.

We are looking for an exceptional individual to join our highly motivated management team. We will look to you to increase our efficiency, shorten the process chain, and reduce production and distribution costs. You will ensure that our products maintain our worldwide reputation for the highest standards of printing and are available at all times to our retail network (incidentally, the largest retail network in the UK).

You must demonstrate a combination of high level communication skills, a strong project and production control background, and an ability to develop and manage your team. You will have a sound knowledge of the various print processes and related activities - including dealing with security printers. The principles of Total Quality will come as second nature.

Our competitive, flexible package includes a car, pension, health insurance, five weeks holiday and a performance related bonus.

If you are interested please send your CV giving personal information and full career history to: Rowena Margaret, The Assessment Consultancy, Management Assessment Centre, Cotnis House, RUGBY, Warks, CV23 0AA.

The closing date for applications is 15th April 1992.

Royal Mail is an Equal Opportunities Employer

General Manager

O.E.M. Captive Finance Company
Competitive Package plus Car

North West

Howgate Sable

EXECUTIVE SEARCH AND SELECTION

This role offers broad scope to use strong team management skills within a captive finance company of a commercial vehicle manufacturer. You will be responsible for facilitating the sale of company products, enhancing dealer relations, and ensuring the integrity of operating systems. Your ability to market specialised financial services within the context of sound underwriting criteria is essential.

As a graduate, preferably with over ten years of experience in capital equipment finance, your strong finance and business analysis skills will be well utilised in this challenging position.

Prospects will match company growth and performance will be rewarded.

Candidates should send a comprehensive c.v. or telephone for an application form to Howgate Sable & Partners, Arkwright House, Parsonage Gardens, Manchester, M3 2LF. Tel: 061-889 2000 quoting reference (S.T. 645F1).



PRINCIPAL BATTERSEA TECHNOLOGY COLLEGE

LONDON'S FIRST LEA-SPONSORED CTC-STYLE SCHOOL

The challenge will be the creation of a centre of excellence providing a sound, broad education with an emphasis on Mathematics, Science and Technology.

The initial task will be the management of radical change in an inner-city school while, at the same time, leading the complex and exciting process involved in achieving full CTC status.

You must have an enthusiasm for the CTC concept of education and a proven track record as a senior manager, particularly in the management of change. A strong and effective leader, with experience in

working with business and industry, you demonstrate a strong commitment to the education of children.

The college will enjoy the full support of LEA, the maximum amount of institutional autonomy, and substantial LEA financial input into refurbishment and equipment.

An excellent remuneration package is negotiable. To apply, please send a brief cv, in confidence, to: Tom Wall, Ref: 3649/TJW/ST, PA Consulting Group, 123 Buckingham Palace Road, London SW1W 9SR.

Wandsworth

The Council is an Equal Opportunity Employer who welcomes applications regardless of race, colour, religion, ethnic origin, sex, marital status, disability, or age. All applications are considered on the basis of their merits and abilities for the job.

PA Consulting Group
Creating Business Advantage

Executive Recruitment - Human Resource Consultancy - Advertising and Communications

Bring home the benefits of our new buying strategy

Buyer - Electrical / Hardware
Central London, c.£30,000 + Car

Woolworths has an established and successful presence in the home essentials market. Already market leader in many areas including batteries, lightbulbs and adhesives, we are

now implementing a new strategy aimed at further increasing our strength in electrical and hardware products.

As Buyer we will look to your product knowledge, supplier management expertise, commercial awareness and sheer resilience to make the difference. We will expect you to control and exploit a £multi-million budget and create change, through the implementation of your own forward looking business plan.

Probably a graduate, but certainly an

experienced Buyer of a high calibre, you must be able to demonstrate a successful record of achievement and be at home in a teamworking environment.

Salary and Company car will be complemented by benefits including pension scheme, staff discounts and profit share.

Forward your full CV and salary details quoting ref: C511, to Mike Beer or Penny Bailey at Juniper Woolf Nucleus,

Gemini House, 180 Bermondsey Street, London SE1 3TG. Fax 071 407 6175.

WOOLWORTHS

BRING STYLE AND EFFICIENCY TO THE MANAGEMENT OF OFFICE SERVICES

In the London base of this major international hospitality group

c.£32,000 + car

This advertisement is not addressed solely to professional Facilities Managers. A team of senior managers and strategists has been established in Central London to work closely with the Chairman and Executive Directors, developing policies to retain and extend Bass's leadership within the hospitality industry. Every aspect of life and work in this London office must run easily and smoothly, and this position has been created to ensure its efficient operation. As we have implied, this is not a standard Office Management job. The direction of the highly competent support staff calls for attention to detail and man-management/inter-personal skills, rather than specialist knowledge (although comfort in the IT world would be a positive advantage). The real added value of the role will depend upon the establishment of a sense of purpose, the achievement of standards of excellence and ultimately the creation of an image and a culture which fits Bass's position in the business community. Ideal candidates could be established facilities or administration managers, but equally they could be officers from the armed forces or hotel managers, indeed they could come from any profession that brings an instinctive understanding of the need to set and achieve high standards in all things, particularly service. They will have style and warmth, they will communicate easily and well at all levels, and they will be equally comfortable with both the directional and the routine aspects of the job. Please send full career details, quoting reference WE 2035, to Terry Ward, Ward Executive Limited, Academy House, 26-28 Sackville Street, London W1X 2QL. Tel: 071-439 4581.

WARD EXECUTIVE LIMITED
Executive Search & Selection

Bass

SYSTEMS ADVISOR

IS Strategy, Co-ordination & Control

West Country

c.£37,500 + car

This successful British plc is a major player in the aerospace and defence industry with strong links in Europe, USA and The Far East. Change has been to the fore over recent years as the group has sharpened its competitive edge in an increasingly demanding world marketplace. As its positive new strategies begin to take effect moreover, this climate of change will continue to flourish. Not least, in the systems area.

With substantial on-going investment in systems throughout the group, there is a need to develop a consistent strategy and a cost-effective and controlled approach to new projects. This is a central role working closely with the systems managers at the subsidiaries. The brief will be to act as an internal consultant, developing and communicating best practice; ensuring that projects are handled effectively; and conducting post implementation performance reviews.

Candidates are likely to be graduates with a strong

IS background. We are looking for at least five years experience in a large industrial company and exposure to manufacturing control, project management, financial and CAE systems. You should have held a systems development, audit or consultancy role and be familiar with IBM and DEC platforms.

This is a key new appointment in which communication skills are essential. It will suit an ambitious individual with authority, sensitivity and a practical approach. There will be generous benefits package including relocation where appropriate, and opportunities for career progression within the group.

Please reply in confidence, giving concise career, personal and salary details to Paul Carvossa, quoting Ref: 1671.

For Executive Selection
58 St. James's Street
London SW1A 1LD (071-629 8070)

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EXECUTIVE SELECTION

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MANAGEMENT CONSULTANCY BANKING SYSTEMS

SENIOR/PRINCIPAL CONSULTANTS £40K
TO £60K PACKAGE

International Appointments

Terence Chapman Associates Limited is a highly-regarded management consultancy providing systems-related services to international banks. Based in Gresham Street in the City, we are engaged in major systems projects in Luxembourg, Finland, Poland, Hungary and Czechoslovakia, and we are currently establishing subsidiaries in Warsaw and Budapest.

Our assignments include systems strategy studies and the management of systems implementation and software development projects for a blue chip client list that contains some of the leading names in international banking.

To sustain our strong international expansion we are looking for a number of senior or principal consultants. Some positions will be UK-based with the likelihood of overseas assignments lasting typically 1, 3 or 6 months. For other positions you can expect to be based abroad for 12 months or more.

We are looking for outstanding banking systems professionals with broad experience of implementing or advising on banking systems. Your expertise will probably have been gained in a software house, management consultancy or banking environment. Knowledge of IBIS/AS, Veritas, Internet, IBS-90 or another international banking package is essential and in-depth expertise in the implementation or development of SWIFT related applications would be an advantage.

Your excellent personal skills, intellectual ability and track record will enable you to play a key role in developing client relationships and in managing and conducting assignments with the reliable, quality results our clients expect.

In return we offer varied and challenging work in a professional, well organised environment, and a very attractive remuneration package. We are a highly successful, profitable business with excellent team spirit and a total absence of the bureaucracy and frustrations of working for large organisations.

To find out more, please call Tom Brady or Colin Barker during office hours on 071 806 5888, or write to us with your CV at Terence Chapman Associates Limited, 99 Gresham Street, London, EC2V 7NA, facsimile 071 806 5418.



A strategically important opportunity for a European
IT Marketing and Sales Professional to build the business
of a young, rapidly growing software company....

GENERAL MANAGER - EUROPE

London Based

PC Software

We are a US developer and publisher of writing improvement software and a technology leader in reference software products which have won numerous awards in America.

Our impressive growth rate continues and having recently launched our European subsidiary, we are now wishing to strengthen our management team by appointing a General Manager - Europe.

Reporting to the President and CEO, your remit will be to develop and implement the European marketing and sales strategy, provide strong leadership and direction and build relationships with distributors and publishers throughout Europe.

A background in all facets of general marketing and sales management in a small company experiencing rapid growth should be complemented with a sound knowledge of the PC software market.

Of graduate calibre with a proven European pedigree gained within the Micro Computer Industry, you will need to demonstrate an ability to establish and grow long term business relationships with European distributors. Previous exposure to US culture and reporting would be seen as desirable as would a proficiency in the German or French language. Assertive and analytical, you should have the vision to view the opportunity as a progressive career step with significant long term potential.

The income package will be commensurate with the importance of this appointment.

For a confidential discussion, please call our Advising Consultant, Richard Champion today on 0562 884186 between 6.00 p.m. and 8.00 p.m., or during normal office hours on 0562 888838 (24 hour answering service). Alternatively, please submit a Curriculum Vitae to the address below.

Champion & Partners Ltd.,
Palladium House, 141 Worcester Road, Hagley,
West Midlands DY9 0NW
Telephone: (0562) 888838. Fax: (0562) 885941.



Systems Integration Government Sales Specialists

to £70,000 + benefits

Already one of Europe's leading systems integrators with a £multi-million turnover and a mature customer base, our client is poised to fulfil its five year plan of becoming a major player in the global complex systems arena. The drive towards a more sales-led and customer orientated business is further enhanced by a corporate commitment to total quality and substantial investment in research and development.

One of its key growth areas will be in large, complex government projects. This has created the need for a number of senior sales professionals to sell at strategic level to named accounts and develop new business opportunities.

Currently in a senior sales or marketing role for a £multi-million IT or communications

vendor you will be able to demonstrate a successful track record in selling software and services-led projects valued at £1 million or more.

As well as a thorough appreciation of the workings of government departments, you should have particular experience of HMC+E, DSS, and MOD. You will be credible at the highest levels and able to manage extensive resources to deliver strategic business solutions to client problems.

The scope to develop your role within this growing business is substantial, as are the rewards for success. These include an excellent base salary, negotiable guarantee, fully expensed executive car and other large company benefits.

Please write quoting ref: 82511 to Sean Redmond, IT Practice, MSL Group Limited, 32 Aybrook Street, London W1M 3JL. Tel: 071 487 5000.

MSL International
CONSULTANTS IN SEARCH AND SELECTION

Our winning team
needs new
members.

(Goal scoring ability essential).

Sales Consultants

Good Base Salary
Potential first-year earnings
£20,000
plus quality car

As a Sales Consultant working for Black Horse Financial Services Ltd, you would enjoy a number of distinct advantages.

As part of the 'winning team' that has made us one of the fastest growing financial services companies in the country, your client base would be provided by Lloyds Bank's own customers.

Consequently every day would present you with excellent opportunities to achieve your goals and advance your career at a very rewarding pace.

Possibly this is the move you have been waiting to make to further your prospects within the financial sector. Or you're ready to switch your proven sales skills to the sphere of personal finance.

Either way, if you can convince us that you have the ability, and personality to advise our customers, we'd certainly like you to join us.

Suitable people will be aged 25-45, educated at least to 'O' level standard, prepared for a demanding interview and ready to pick the phone up now.

Call 0345 345015, whatever the time, quoting reference NAT8-calls are charged at local rates.



**Black Horse
Financial Services**



CHIEF EXECUTIVE

£45k + car + benefits
Nottingham

Culture

Nottingham is a city of culture, commerce and change. Established a year ago, the Greater Nottingham Training and Enterprise Council's mission is to harness these forces to ensure the continued economic development of the region through the enhancement of training, enterprise and education. With a turnover of £20 million and a staff of 60, the company has the quality employees, the money and the motivation to succeed, but needs the management of a dynamic and results oriented Chief Executive to "make it happen". To meet the challenges of this pivotal role, you must demonstrate:

- a track record of success within a PLC or equivalent, culminating in a MD/CE level appointment
- the ability to define, implement and monitor corporate strategy in congruence with a powerful mission statement
- a thorough grasp of the "bottom line" of corporate finance

- the leadership skills to work through and with people
- sustained achievements in new business generation
- experience of cultural change through acquisition, merger or MBO
- exposure to the public/private sector interface

Local market knowledge would, of course, be a plus, but it is less important than the drive, vision and commitment necessary to ensure success in this high profile role which offers a unique opportunity to make the dream the reality. If you are that catalyst, then please send a full curriculum vitae to:

BAUGH GAFFNEY RECRUITMENT
BAUGH GAFFNEY HOUSE
12-13 CHEAPSIDE
NOTTINGHAM NG1 2HU

The Greater Nottingham Training and Enterprise Council is actively working towards Equal Opportunities.

Product Engineering Director

SOUTH WALES : c.£50,000 + car + benefits

Our client is the European Division of a multinational company operating in 32 countries. With a worldwide turnover in excess of £1 billion they employ over 9000 people supplying systems for cooling, exhaust, heating, ventilation and air-conditioning to car and truck manufacturers.

You will be accountable for the direction and day to day management of a European Technology Centre encompassing all development, test and product engineering resources in Europe. You will also, with your counterparts in the U.S. and Japan, contribute to the development and implementation of the Group's corporate strategy.

Market Development and Customer Services will be critically important areas of your responsibility. You must, therefore, have a mature, sophisticated and resilient personality capable of managing, influencing and communicating across a wide range of audiences and cultures.

Aged around 45 you will be a graduate in a technical engineering discipline, preferably with a further business qualification.

With at least 10 years as a Senior Manager you will have technical, commercial, profit centre and international management experience.

Proven selling ability and project management skills are essential. An understanding of Japanese management style, expertise in heat-exchange technology and competence in German and Spanish language would be distinct advantages.

The remuneration package includes a company pension scheme and normal large company benefits. Relocation assistance will be available where appropriate.

To apply please write with full CV to Richard Knowles, MSL Group Limited, Broad Quay House, Broad Quay, Bristol BS1 4DJ, quoting reference number 13001.

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An outstanding reputation for delivering the highest levels of service to industry and education is a key feature of my client - an innovative training and consultancy provider. Continued growth creates the need for a professional project manager.

You will be given immediate responsibility for managing a team of professionals engaged in high priority projects. In addition, you will be required to identify and develop new service and product opportunities.

Educated to degree level you must be fully conversant with current thinking in training and

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TRAINING AND SKILLS DEVELOPMENT DIRECTOR

U P T O £ 3 5 , 0 0 0

The responsibilities of this job are wide but revolve mainly around the development of strategies (in association with Directors' Company Development and Economic Development) which will build productive partnership with local industries and education bodies.

It is only by developing such partnerships and improving the skills of the workforce that we

TRAINING

can achieve better productivity and, in turn, improved economic growth.

A vital part of your role will be to ease access to education, training and information for school leavers, the unemployed and those returning to the labour market. This will involve securing and managing funds from a variety of sources including Scottish Enterprise,

COULD YOUR TRAINING LEAD TO OUR GROWTH?

PRODUCTIVITY

After a successful first year, Scottish Enterprise Tayside (SET) has embarked on an ambitious programme of innovative projects which aim to stimulate economic growth throughout the Tayside region. And we believe the key to this growth is training.

So as you might expect, we are looking for a highly talented person for the post of Training and Skills Development Director. Someone who will ensure that the people of Tayside obtain the level of skills necessary to enable local companies to compete effectively in domestic, European and international markets.



European Funds and industry.

Your training for this role is important and some knowledge of SEN/LEN/TEC training policies, procedures and operations would be useful. Essential however are leadership skills and the initiative to keep SET at the forefront of training and education developments in the region.

ECONOMIC GROWTH

If you think you've got the expertise and skills necessary to improve the training and skills in Tayside, then we'd like to hear from you. The rewards for the right person are generous and reflect the importance of the role.

To apply please write enclosing a comprehensive CV within 14 days to Charles Fairley, Chief Executive, Scottish Enterprise Tayside, Enterprise House, 45 North Lindsay Street, Dundee DD1 1HT. WE ARE AN EQUAL OPPORTUNITIES EMPLOYER.

Commercial Manager

Commodities £40,000 & Car

Our client, a major international services and marketing group, is looking for a Senior Manager for their Commodities Division.

The position is to deputise for the General Manager of the division in his absence and to add staff support to his role. Working closely with the world-wide Regional Directors, the successful applicant will be expected to assist in maximising regional business growth and assess and evaluate all new business opportunities. Responsibilities will also include ensuring that accurate and timely reporting is maintained at all levels.

The successful applicant will be a graduate, probably with an MBA and a background in the chemical industry. An experienced Manager with a high level of numeracy and an acute analytical mind is essential. The preferred age is for someone in their early 30's.

Please apply with full C.V. to S.P. (City), 15, Eastcheap, London, EC3M 1BU, quoting reference JC115/92. Closing date for applications is 10th April 1992.

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- A commitment to excellence, with customer satisfaction being of key importance.
- Creative, aggressive and tenacious.
- Excellent communication and inter-personal skills.
- Good education and aged between 28 to 40 would be desirable.

To apply, please forward a C.V. outlining your qualifications and experience to: Karen Whelan, Management & Executive Selection, 2nd Floor, Albany House, 324 Regent Street, London W1R 5AA. Fax: 071 636 2471.

DIRECTOR OF SALES

To direct regional Free Trade Sales operations achieving volume, share and profit objectives

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South of Scotland

Within Bass Brewers, the brewing, brand owning and wholesaling arm of Bass plc, three geographical business units drive the sales effort across the UK. In Scotland, Tennent Caledonian Breweries operates through a number of regional trading operations, each of whose Director of Sales takes personal responsibility for driving the sales and customer service activities. Reporting to the Sales Managing Director of Tennent Caledonian Breweries, the Director of Sales represents the senior corporate face throughout the trading area. The major task is to lead and develop the sales team, taking account of both short and long term market objectives and achieving planned volumes, mix, margins, share and -crucially- profit. This is a highly competitive and rapidly changing market place, and the DOS must be able to adapt accordingly. Candidates (ideally with experience in the drinks industry though this is by no means essential) must be bright enough, strong enough and resilient enough to flourish in such an environment. Probably in their late thirties/early forties, they should be graduates and leaders, with proven skill both in selling and in managing a sales team. It would be particularly valuable if they also have experience of other business disciplines - perhaps marketing, finance, distribution or IT. This is far more than just a job to be filled. It represents a clear opportunity to strengthen the company management succession plan, so we will only be interested in candidates of the highest calibre. In turn, the Company's calibre as an employer is evident in every aspect, from its genuine commitment to equal opportunity to the unusually attractive fringe benefit package. Please send full career details, quoting reference WE 2040, to Terry Ward, Ward Executive Limited, Academy House, 26-28 Sackville Street, London W1X 2QL. Tel: 071-439 4581.

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You must combine a proven record of success within the housebuilding sector with the strength of management that is essential to sustain our successful growth record. Salary, which is negotiable, will reflect the importance of the post, and is complemented by a full range of benefits.

Please write with full career details to: Mr B K Harvey, Managing Director, Alfred McAlpine Homes Midlands Ltd, Arden House, Oakenshaw Road, Shirley, West Midlands B90 4JY

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Here is a line management opportunity outside the Finance function for a young high quality Finance professional keen to broaden their career as a stepping stone towards General Management.

The role includes some activities with which you will be familiar such as systems development and asset management control. In addition it will add experience in developing your business strategy skills together with substantial operational management responsibility. This is a real challenge as your first step outside Finance.

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Together with substantial experience at senior level in a Housing Association, you'll also need to be familiar with the development process and building procurement. And as the ambassador for Anchor in external discussions and negotiations, your communication skills must be highly accomplished.

For more information and an application form please ring the Recruitment Line: (0865) 311511.

Closing Date: 10th April 1992.

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You will be rewarded with salary and benefits commensurate with a position of this level, and unlimited career prospects within the group.

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PRESTIGE appointments



Administration Manager

The Bloomsbury Society wishes to appoint an Administration Manager based at its London office. The post will involve the servicing of the Society's governing Executive Committee and Council and relative administrative and executive functions including the office management of the London premises. The successful candidate is likely to have some experience in a committee based structure and be able to demonstrate sound organisational skills.

The Administration Manager reports directly to the Society's chief executive and, after a period of assimilation, will be expected to work under minimum supervision. Salary will be negotiable dependent on qualifications and experience but in any event will not be less than £17,000. An extremely attractive Pension and Health Insurance Scheme is available.

Further details can be obtained from City D Jones, Executive Secretary, The Bloomsbury Society, 59 Bedford Place, London, W1N 3AJ. Telephone 071-580 5530 Fax 071-323 1136. Letters of application, which should be accompanied by full career details, should be received by 15th April 1992.

Technical Executive

to £19,000 a year + benefits

The Article Number Association (UK) Limited is the trade body responsible for allocating product numbers and barcodes to enable goods sold through retail outlets to be scanned and registered on computer. The Secretary General requires a technical executive to assist him in furthering the aims of the ANA in its many areas of activity. You will service the ANA's working parties and committees and will need, therefore, to develop organisational skills. Your degree and up to two years' experience will be valuable when answering technical enquiries and providing advice to existing and potential members. Based at their modern offices in WC2, there will be some UK travel with potential for occasional visits overseas.

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London	Corporate Information Brokers	£21K +	Ref006
London	City Research	£14K +	Ref004
London	General Manager	£25K +	Ref003
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The successful applicant will have proven administrative skills, preferably supported by membership of the Institute of Administrative Management, the British Institute of Management or a similar organisation. They should have a comprehensive knowledge of financial accounting, partnership and/or commercial issues. Computer literacy with experience of spreadsheets, relational databases and desk top publishing is essential.

This role calls for resourcefulness, creativity, a high level of numeracy, strong motivation, flexibility and an ability to communicate clearly

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The salary and benefits package will reflect your experience, your abilities and the critical role which you will play in our development.

If you have the necessary range of abilities and depth of experience we want to hear from you.

For an informal discussion, please call Jon Young, Director of Personnel, on 071-320 6011.

Alternatively, forward your CV to him at Five Chancery Lane, Clifford's Inn, London EC4A 3BU.

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Please send detailed C.V. to me, the Managing Director, Box No: 7949, c/o The Times, P.O. Box 484, Virginia Street, London E1 9DD.

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Applications with full CV by 17 April to: The Secretary, The Parnham Trust, Beaminster, Dorset DT8 3NA.

THE PARNHAM TRUST

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The successful applicants will be well rewarded.

Please apply in writing to:

Orlando Crosby, UK Sales Director, Mondraunt-Shorl Limited, 3 Ridgway, Hemet, Hampshire, PO9 1JS

Orlando Crosby

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Help through the minefield

Widget Finn reports on the quality of advice for sale by a flourishing number of careers advisory services

Open the Yellow Pages to "Careers Advice" and you will find a confusing mix of analysts, counsellors and consultants, curriculum vitae writers and even graphologists. Their target is broad: the new graduate, the established executive in the wrong job, the person who has been made redundant, the mature woman wanting to resume a career or begin a new one after bringing up a family — all are seeking assistance.

Malcolm Peel, head of consultancy and advisory services at the British Institute of Management, describes the careers advice scene as a "minefield". "Individuals should beware," Mr Peel says, "while there are some extremely professional organisations in the business, there are also many who are out to exploit people in a very vulnerable position."

Services range from typing a CV (sometimes even inserting spelling and grammatical errors) to a series of structured interviews. The qualifications of career advisers vary from a sympathetic ear and shared experience (usually of redundancy) to degrees in business management or occupational psychology. The analytical methods can range from a "quiet chat" to the gamut of psychometric tests. The wide range of approaches are valid, says recruitment consultant John McManus, providing they are properly conducted.

"Some people don't need a full advisory service," says Mr McManus, managing director of the John Courts partnership. "The young professional who is still in demand may just require some interview practice and guidance on how to write a CV. The mature candidate who is contemplating a career change might need total support including psychological counselling."

Writing CVs is a growth industry judging by the number of newspaper advertisements. The basic service, typing information provided by the client in CV format, costs £24 from



The Office Box in central London. The Same-Day CV Company in Gerrards Cross, Buckinghamshire, has a package including interview techniques and replying to job advertisements which costs up to £75, while the Cambridge CV Service will spend two hours working with the client to compile a CV and charge £35.

However, a professionally produced CV can be self-defeating. Marketing manager Jonathan Marsh's CV landed on a recruitment consultant's desk with, as he learnt later, five others in an identical format from the same source.

Selecting the right career adviser can also be a bewildering process and often the individual is not in the right frame of mind to make an objective choice. How can those who are not part of a company scheme pick their way through the minefield?

"People should find out what they are getting for their money," says Siobhan Hamilton-Phillips, chief executive of the Vocational Guidance Association. "Ask about the consultant's qualifications and how long the business has been established. They should also establish that the service is right for their needs."

The VGA, founded in 1954, was among the first career advisers to use psychometric tests which are designed to disclose personal qualities,

interest and aptitudes. All VGA counsellors are psychologists who, Mrs Phillips says, can identify any underlying problems which may be causing a client to do badly in his or her current occupation. Fees are £245 for the career development programme and £445 for corporate services. The organisation's clients have had some dramatic changes of career direction, like the temping typist who became a patent agent.

"She would never have had the courage to attempt such a profession," Mrs Phillips says, "without the confidence and support of vocational guidance." Being told that you have a low threshold of boredom may not sound like a confidence-booster, but for David Lowings it helped him to change direction into an area which was better suited to his personality.

"I had spent seven years working my way up in product management," Mr Lowings says, "and couldn't understand why I was bored by the job which I'd always wanted. As soon as I'd overcome the learning curve the job seemed to become repetitive."

Mr Lowings attended an open evening at Career Counselling Services in London to learn what was involved in their programme. He had four weekly sessions with a counselling psychologist, and found the process of tests and analytical

discussion "very revealing". Mr Lowings realised that he needed a more stimulating role, and followed his counsellor's recommendation to become a marketing consultant.

Robert Nathan, director of Career Counselling Services, says: "Tests don't provide the answer. They act as a catalyst by revealing themes and patterns, but a person has to make the decision about a change of career through research and hard work." The company has a range of options, from educational guidance for under-21s at £260 and one-off consultations at £70 to career development counselling at £325.

Careers for Women in London provides vocational guidance for students, but it also offers counselling sessions and workshops on a variety of careers for women returners. A charity, its fees are kept low to encourage women who are not employed. A one-hour counselling interview costs £65 and a programme of psychometric tests is £161.

The cost for commercial advisory services range from a few hundred pounds to several thousand pounds, whereas the career service offered by local authorities is free but varies in different areas according to funding. The recession has caused a proliferation

of organisations specialising in outplacement services with varying standards. The Institute of Personnel Managers' Outplacement Forum has a code of conduct but no teeth — the code applies only to individual members so organisations cannot be brought to book for malpractice.

Mr Peel would like to see an institution which would regulate and control the industry, but in the meantime some of the larger consultancies — particularly those which are part of accountancy practices — are self-regulatory. Outplacement consultancy Right Associates for example, undergoes a stringent annual quality audit covering everything from the delivery of programmes to the standard of notepaper. As a global company, says John Woolger, the managing director, we have to ensure the integrity of the programme from Alaska to Hong Kong.

Despite the lack of overall standards for career advisers, the fact that they exist is, Mr McManus says, "terrific". "Twenty years ago it would have been very difficult to find good professional advice."

Information: John Courts and Partners: 071-935 9011; Vocational Guidance Association: 071-935 2600; Career Counselling Services: 071-741 0335; Careers for Women: 071-401 2280; Right Associates: 071-630 7881.

LIFE AFTER REDUNDANCY

Choosing a new course

Four months ago, at the age of 49, John Clements lost his job in insurance sales. "I couldn't pay the mortgage: the car had gone; job interviews had to be on bus routes. I couldn't even afford to have my suit cleaned, but far worse, I could not see any prospects of new employment for a man of my age: all jobs I saw advertised were paying £3 an hour."

Mr Clements decided to try a career change, but had no idea where to seek professional help. His dilemma coincided with the launch of a pilot project by his local Training and Enterprise Council (TEC).

"The DSS office handed me a leaflet. The first thing I saw was that someone was willing to give me money — £60 — to pay for professional advice and I could choose any of 14 counsellors listed on the leaflet."

Michael Howard, the employment secretary, says: "It is time to recognise the needs of older people. Under a new initiative, Gateways to Learning, people will be given all the information they need about education and training for different types of work as well as professional careers counselling."

Mr Clements chose to visit his nearest agency, based at North Hertfordshire College in Letchworth. He was particularly impressed by three things: the approach of the counsellor, ("I checked out her qualifications over the phone first. After all I was a businessman,"); by the use of computerised aptitude tests ("I discovered that although I had been geared to earning money all my life, I have a nurturing streak"); and by the insistence on self-help.

Liz Davies, Mr Clements' counsellor, has been advising adults seeking a change of direction for some time.

"People must be aware of their strengths and weaknesses. I may be able to tease out information about a hobby they had never considered might be relevant to work. I normally make use of computer guidance systems, but in a face to face interview situation."

"Next we have to look at careers in the context of the economic climate. If the client changes direction will there ultimately be a job? If he or she is willing to go on a course, will funding be available? I ask them to read in our careers library and come back. Sometimes we take practical steps, arranging work shadowing in an unfamiliar career area, for example."

As a result of his enquiries, Mr Clements is helping an Iranian student with his English and is hoping to do a course in Teaching English as a Foreign Language, subject to grant availability. He is also making enquiries about a postgraduate teacher training course, which would qualify him to teach business studies in secondary schools.

Whether others could benefit from similar schemes depends on the willingness of their own TECs or existing guidance agencies in colleges and careers services to subsidise adult guidance, which costs far more than £60.

The £60 is only a suggestion (which TECs need not adhere to) from the employment department and is expected to buy two hours of guidance. Ms Davies says she spent three times as much with Mr Clements.

BERYL DIXON

*TECs are government-sponsored councils, responsible for training programmes previously run by the employment department

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- 6.00 Cee-fax**
6.30 BBC Breakfast News begins with *Business Breakfast* until 6.55 when Nicholas Wintchell and Laurie Mayer present news and topical reports with regular business, sport, weather, regional news and travel bulletins (2106531)
9.05 Election Call introduced by Jonathan Dimbleby. The shadow chancellor John Smith takes questions from phone in listeners and viewers. To participate ring 071-799 5000. Simultaneous broadcast with Radio 4 (1463869)
10.00 News, regional news and weather **10.05 Playdays**. For the very young (9) (5954531) **10.25 The Family Mess**. Cartoon adventures (9) (4803376) **10.35 Glimmer**. Two celebrity teams in a word game competition chaired by Kenny Everett (7005043)
11.00 News, regional news and weather **11.05 Beautywise**. Liz Earle and Karen Kizianovich look at Max Factor, new cosmetics available for darker skins and the Red Cross Beauty Care Service (8) (8082918) **11.30 People Today** presented by Adrian Mills and Mairi Maciver. Includes News, regional news and weather at 12.00 (8778869)
12.20 Pebble Mill introduced by Alan Titchmarsh. Among the guests is Boy George (8) (8706579) **12.55 Regional news** and weather **1.00 One O'Clock News** and weather (24686)
1.30 Neighbours. (Cee-fax) (9) 1.50 Turnabout. Rob Curling with another round of the quiz that tests word power (8) (64381753)
2.15 Racing from Royal Ascot. Julian Wilson introduces live coverage of four races from the first day of the Grand National meeting — the Sandeman Maghull Novice Chase (2.35); the Martell Cup Chase (3.10); and the John Hughes Memorial Handicap Chase (3.45). The Glenlivet Anniversary 4-year-old Hurdle is on BBC 2 at 4.20 (951685)
3.55 Melvin and Murren's Music-a-Grains. Last of the music series presented by Matthew Devitt and Sophie Aldred (8) 4.10 Jackanory. Patricia Routledge with the story of *Lazy Craypaw* and *The Two Worlds* (8) 4.20 *New Adventures of Mighty Mouse* (8) 4.35 *Dizzy Heights*. Last in the comedy drama series set in a seaside hotel. (Cee-fax) (8) 5.00 *Newsround*
5.05 Blue Peter. The guest is *Thunderbirds* creator Gerry Anderson. (Cee-fax) (8)
5.35 Neighbours (9). (Cee-fax) (9) (721802). Northern Ireland: Election Forum 5.45 Inside Ulster
6.00 Six O'Clock News with Anna Ford and Andrew Harvey. (Cee-fax) (Cee-fax) (53)
6.30 Regional News Magazines (55). Northern Ireland: Neighbours **7.00 Top of the Pops** introduced by Harry Enfield and Paul Whitehouse in the guise of Radio Fab FM's star DJs Mike Smash and Dave Nice (8) (5127)
7.30 EastEnders. (Cee-fax) (8) (89)
8.00 Last of the Summer Wine. *Compo* is worried about the state of mind of North Batty after he thinks he heard her singing. Has she fallen for her lodger? (9). (Cee-fax) (8) (8192)
8.30 Us Girls. Last in the comedy series about three generations of one family living under the same roof. (Cee-fax) (8) (8192)
9.00 Nine O'Clock News and Campaign Report with Michael Burke. (Cee-fax) (Cee-fax) (8) (8192)
9.30 Party Election Broadcast by the Labour party. (Cee-fax) (8) (8192)
9.55 Norridge. Continuing a repeat run of the first series of the popular comedy set inside Slade Prison starring Ronnie Barker as the fly recidivist Fletcher, this week working on the prison farm and devising illegal games of chance for his fellow inmates. (Cee-fax) (8) (10550)

Star to star: Dudley Moore and Ruby Wax (10.25pm)
10.25 The Full Wax II. The brash comedienne is joined by Dudley Moore and Britain's answer to the Chippendales, the Dreamboys (8) (126260)
10.55 Campaign Question Time. On tonight's panel are Michael Heseltine, John Smith, Alan Berrin and Alex Salmond (526078)
11.55 The Husbands. Highlights of the day's campaigning introduced by Ian MacIntyre (635598) **12.25 News** and weather **12.30 Faces of Islam**. Last programme in the series for Ramadan


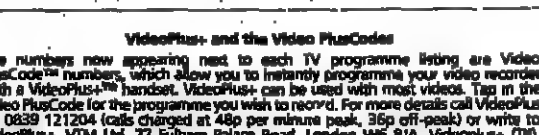
BBC 2

- 6.45 Open University** (6219482). Ends at 7.35
8.00 Breakfast News (6239937)
8.15 Love at First Sight (9). (Cee-fax) (2549376) **8.55 Reviving Antiques**. Carving for pendants (9277647)
9.00 Film: Freedom Riders (1941). b/w starring Clive Brook and Diana Wynyard. Second world war morale booster set in Vienna directed by Anthony Asquith (71802)
10.30 Film: Meet Me Tonight (1953). A compendium of three Noel Coward plays — *Red Peppers*, *Fumed Oak* and *Ways and Means* directed by Anthony Pelissier (2535869)
11.50 The Nutcracker. American comedy series (9) (2320289)
12.15 Animation Now. The Wave, a Japanese folk tale (9) (13604)
12.30 Mysteries of the Mind. The workings of the human brain (9) (7173404) **1.20 Charlie Chaplin** (8) (8315691)
1.35 The Best. Sending mail by sea (8) (4759255)
2.00 News and weather (3030208) **2.05 Holiday Outings**. Florence (9) (2394426) **2.15 Advice Show** (9) (723005)
3.00 News and weather (467757) **3.15 The Big Game** (9) (2363173) **3.30 News**, regional news and weather (2663005)
4.00 Racing from Aintree. The 4.20 (4005227)
4.35 In the Shadow of the Ploeg. An Irish film about traditional farming methods in Dorset (8) (525208). Wales: Bitten by the Bug 4.50-5.20 *The Software Show*
5.00 Film: The Man in the Iron Mask (1939, b/w) starring Louis Hayward and Joan Bennett. Swashbuckling adventure focusing on the exploits of the Three Musketeers in saving the incarcerated brother of the evil Louis XIV. Directed by James Whale (5189956). Wales 6.20-6.50 *Talking Liberties*
6.50 Young Musician of the Year. String semi-final (8) (100647)
7.30 First Sight: Election Special. The campaign in the South-east (31). Northern Ireland: Situations Vacant. Wales: Nicholas Craig. East: Matters of Fact. Midlands: Midlands Report; North: North-east and North-west: Close Up North; South: Southern Eye. South-west: Western Approach; West: Current Account
8.00 Talking Liberties. Darren, Helen, Jenna and Hannah. © CHOICE: The four names of the title are children who died after being hit by a lorry against the brick wall of the prison. Every year there is a small but steady number of such deaths. The programme argues that most are preventable, given proper monitoring equipment and less complacency on the part of the dental profession. David Jessel's report looks at the human side of the four cases, showing how the families are trying to overcome the shock of sudden bereavement. It also reveals how warnings about the need for specialist training have been ignored for 25 years. The most recent investigation, headed by Professor David Poswillo, recommended changes in equipment, training and regulation. As the government considered its response two more children died. (Cee-fax) (7227)
8.30 Top Gear. Includes a look at the new Mitsubishi Colt (6734)

Mr You Don't Want To Do That: aka Harry Enfield (8.00pm)
8.00 Harry Enfield's Television Programme. (Cee-fax) (8) (6956)
9.30 War Stories: Belgrano's Children. © CHOICE: On April 2, 1982, the day his county invaded the Falklands, Miguel Pereira graduated from his school in London. Ten years on he puts his experience to good use with a documentary about the impact of the war on the native province of July. It is a tale of young men, ill-trained for battle, who left a hot, land-locked province for a cold, cruel sea that many had never even seen. One describes in graphic terms how he survived the sinking of the General Belgrano, drifting for 32 hours on a life raft and praying to God for the strength to survive. Strangely, his account does not become a libel against the British who sent the cruiser to its doom. Pereira usually broadens his context by examining the enduring legend of the original General Belgrano, hero of Argentina's struggle for independence (Cee-fax) (8) (762163)
10.10 The Nicholas Carr Masterclass (Cee-fax) (8) (762163)
10.30 Party Election Broadcast by the Labour party (101289)
10.55 Newsnight with Peter Snow (821640)
11.30 The Late Show (8) (589733) **12.30 News** and weather (2166883)
12.15 Open University (660845). Ends at 12.50

ITV

- 6.00 TV-am** (8345208)
9.25 Lucky Ladders. Word association game show hosted by Lennie Bennett (4878734) **9.55 Thames News** (3808014)
10.00 The Times ... The Place ... John Stapleton chairs a topical discussion (2062869)
10.40 This Morning. Magazine series presented by Judy Rignin and Richard Madeley. Today's edition includes viewers' travel reports; phone-in family advice; and ideas for both machine and hand knitters. With national and international news at 10.55 and regional news at 11.55 followed by national weather (1776227)
12.10 The Riddlers. Puppet series for children (7602376)
12.30 Ant and Dec's Saturday Night Takeaway. (Cee-fax) (8) (2462949)
1.20 Home and Away. Australian family drama series. (Orade) (78459604) **1.50 A Country Practice**. Medical drama set in rural Australia (8) (8627668)
2.20 TV Weekly. Anne Diamond goes behind the scenes of popular ITV and Channel 4 programmes (59300937) **2.50 Take the High Road**. Drama serial set in the Highlands (8583869)
3.15 ITN News headlines (7922640) **3.20 Thames News** headlines (584273) **3.25 The Young Doctors** (1525463)
3.55 Youcan Yees. Animation (8) (2659802) **4.05 Dangerousness**. (Cee-fax) (8) (5404276) **4.30 Runaway Bay**. Children's adventure serial set on the Caribbean island of Martinique (8) (56) 5.00 Cartoon featuring Puck (7652956)
5.10 Who's the Boss? American comedy series starring Tony Danza (8543024)
5.40 Early Evening News with John Suchet. (Orade) Weather (616531)
6.00 Home and Away (9). (Orade) (21)
6.30 Thames News. (Orade) (115753)
6.55 Party Election Broadcast by the Labour party (5404204)
7.00 Ennemaale. (Orade) (5005)
7.30 Just For Laughs. A compilation of clips from British comedy films (85)
8.00 The Bill: Suspects. DS Grieg is berated by DCI Meadow after mounting an abortive raid on the home of a former convict he suspects of armed robbery. (Orade) (4753)
8.30 This Week. Sir Robin Day interviews Neil Kinnock. (Orade) (3260)

The trials of Douglas Breckman and Alan Rachins (9.00pm)
9.00 LA Law. Glossy American courtroom drama series starring Susan Dey, Alan Rachins and Jill Eikenberry. (Orade) (8) (2005)
10.00 News at Ten with Julia Somerville and Alastair Stewart. (Orade) Weather (24685) **10.30 Thames News** (838821)
10.40 Election Debate '92 chaired by Dennis Tuohy. Among those taking part are Kenneth Baker, Bryan Gould and Charles Kennedy (62142)
11.00 01: Entertainment. Guides' emotional problems discussed by experts (4173970)
12.40 Allred Hitchcock Presents: The Man Who Knew Too Little. A man suffers from amnesia (2149116)
1.10 Film: You've Got To Live Dangerously (1975) starring Claude Brasseur and Annie Girardot. French thriller about a private detective who stumbles on a Nazi conspiracy. Directed by Claude Mankowski (120048)
3.00 The Truth About Women. Eve Pollard discusses marriage with Barbara Amiel, Stephanie Calman and Anna Reburn (51628)
3.30 Murphy's Law. Comedy drama starring George Segal as an insurance investigator (80609) **4.30 America's Top Ten** (8) (26257) **5.00 Entertainment** (8) (32628)
5.30 ITN Morning News with Phil Roman (61067). Ends at 6.00

CHANNEL 4

- 6.00 Channel 4 Daily** (8336550)
9.25 Equinox: The Light Stuff (9). (Teletext) (1283685) **10.25 Black and White**. Animation (2098918)
10.30 Short Stories: The Last Day. *The Mail on Sunday's* move out of Fleet Street (9). (Teletext) (55078)
11.00 Kingdoms of the East. The fight to save orphan orang-utans and introduce them back to the wilds of Sumatra (9). (Teletext) (82260)
12.00 Noah's Ark (9). (Teletext) (121598) **12.30 Business Daily** (31463)
1.00 Sesame Street. The guest is actress Whoopi Goldberg (9) (36918)
2.00 All the Wonders of the Wyre. Julian Mitchell recreates an 18th-century holiday trip down the River Wyre (9) (2531)
2.30 Film: Cluny Brown (1946, b/w) starring Jennifer Jones and Charles Boyer. Romantic tale about a Czech guest at an English stately home who falls for one of the maids, causing consternation both upstairs and downstairs. Directed by Ernst Lubitch (65524598)
4.20 Romance. Animation (9754482) **4.30 Fifteen on the American police force** (4037289) **5.50 Laurel and Hardy**. Animation (207173)
6.00 Star Chamber. *Newsnight* Off-beat quiz show (8) (43)
6.30 Remote Control. Off-beat quiz show (8) (43)
7.00 Channel 4 News with Jon Snow and Zannab Badawi. (Teletext) (383043) **7.50 Voters**. Four voters in a Kilmarnock church discuss election issues (576395)
8.00 Free For All. © CHOICE: A pioneer of the holistic approach to cancer treatment, the Bristol Cancer Help Centre was opened by the Prince of Wales in 1983. Seven years later it broke into the news when a report suggested that its alternative therapy was much less effective than conventional treatment. The press took up the story with such headlines as "double death risk at veggie cancer clinic". Patients challenged the findings of the report and demanded an independent inquiry. Two of them, Heather Goodacre and Isla Bourke, are the presenters of this film (2395)
8.30 The Big One. Sicom (8) (1802)
9.00 Israel: A Nation is Born. The third of a five-part documentary tracing the history of the state of Israel. (Teletext) (8) (7537)

Murder: a reconstruction of the Hanratty case (10.00pm)
10.00 True Stories: Hanratty — The Mystery of Deadman's Hill. © CHOICE: Thirty years after James Hanratty was hanged for the A6 murder, a Yorkshire Television documentary offers new evidence supporting Hanratty's innocence. Recently released documents, not made public at the time, lend support to the view that Britain's longest murder trial ended in a miscarriage of justice. The case continues to fascinate. James Hanratty, a petty thief with no record of violence and no possible motive, is supposed to have held up a couple in a car, murdered Michael Gregston and raped and wounded Gregston's companion, Valerie Stone. This lurid and gripping reconstruction suggests more strongly than ever that the evidence against Hanratty was flimsy. There remains the enigma of Peter Alphon, the original police suspect and the man who later confessed to being the killer (5908734)
11.15 One Night Stand starring Dom Irrera (123395)
11.45 Midnight Special (370556) **1.45am Star Chamber** (4127154)
2.20 Film: Haunted (1984) starring Brooks Adams. A made-for-television drama about a woman who returns to her adopted parents after the failure of her marriage and becomes involved in their crumbling relationship. Directed by Michael Roemer (44613406). Ends at 4.25

VideoPlus+ and the Video PlusCodes
 The numbers now appearing next to each TV programme listing are Video PlusCodes. These numbers allow you to identify programmes using your video recorder with a VideoPlus+ remote. VideoPlus+ can be used with all VHS and Video PlusCode for the programme you wish to record. For more details on VideoPlus+ or to find out more about the service, call 0800 123456 or write to VideoPlus+, VIM Ltd, 77 Fulham Palace Road, London W6 8JA. VideoPlus+ (TM), Pluscode (TM) and Video PlusCode are trademarks of Gannett Marketing Ltd.

SATELLITE

- SKY ONE**
 Via the Astra and Hot Bird satellites.
8.00am The 60 Minutes (0657969) **8.40 Mr. Peabody** (091802) **8.55 News** (2581206) **9.10 Cartoons** (7892028) **9.30 The New Line** (8) (45780) **10.00 Mavis** (10842) **10.30 The Young and the Restless** (19270) **11.00 The Bold and the Beautiful** (19270) **11.30 The Young and the Restless** (19270) **12.00 The Bold and the Beautiful** (19270) **1.30 Another World** (9257660) **2.30 Santa Barbara** (5499227) **2.45 Wife of the Week** (060918) **3.15 The Bold and the Beautiful** (19270) **3.30 The Bold and the Beautiful** (19270) **3.45 The Bold and the Beautiful** (19270) **4.00 The Bold and the Beautiful** (19270) **4.15 The Bold and the Beautiful** (19270) **4.30 The Bold and the Beautiful** (19270) **4.45 The Bold and the Beautiful** (19270) **5.00 The Bold and the Beautiful** (19270) **5.15 The Bold and the Beautiful** (19270) **5.30 The Bold and the Beautiful** (19270) **5.45 The Bold and the Beautiful** (19270) **6.00 The Bold and the Beautiful** (19270) **6.15 The Bold and 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Bold and the Beautiful** (1927

TODAY IN BUSINESS

SUN SETTING

The humbling of the once-mighty Sun Alliance continues today when Henry Lambert, the chairman, is expected to disclose losses of more than £420 million. **Page 25**

NO RESPITE

Tokyo's Nikkei share index has slumped to a six-year low despite a 0.75 point cut in the discount rate. **Page 22**

COUNT ON IT



Robert Bruce predicts radical reform for the accountancy profession, whatever the outcome of the election. **Accountancy, page 29**

BAD ALCHEMY

MTM, the chemicals group, again shocked the stock market by passing the final dividend. Its shares fell 40p to 26p. **Page 23**

TV WINDFALL?

LWT's shares closed within 15p of triggering a £40 million bonus for 44 senior executives, including Melvyn Bragg. **Page 23**

THE POUND

US dollar 1.7245 (-0.0105)
German mark 2.8515 (-0.0069)
Exchange index 90.0 (-0.2)
Bank of England official rate (4pm)

STOCK MARKET

FT 30 share 1878.9 (-24.6)
FT-SE 100 2408.6 (-31.5)
New York Dow Jones 3220.04 (-15.43)
Tokyo Nikkei Ave 18581.79 (-764.16)

INTEREST RATES

London: Bank Base 10 1/2%
3-month interbank 11 1/2%
3-month eligible bills 10 1/2%
US: Prime Rate 8 1/2%
Federal Funds 4 1/4%
3-month Treasury Bills 4 02-4.00%
30-year bonds 100 3/4-100 1/2%

CURRENCIES

London: New York: £ \$1.7249 £ \$1.7265
DM £2.8521 DM £1.6505
SwFr £2.0063 SwFr £1.5075
FF £6.5504 FF £5.5980
Yen £251.91 Yen £134.48
Index 90.0 Index 95.2
ECU £0.716020 SDR £0.788719
ECU 1396609 SDR 1267878
London forex market close

GOLD

London Fixing: AM \$343.75 pm \$344.00
Close \$343.60 \$344.10 (£199.20-199.70)
New York: COMEX \$344.75-345.25

NORTH SEA OIL

Brent (May) ... \$18.30 bbl (£18.15)

RETAIL PRICES

RPI: 136.3 February (1987=100)
* Denotes midday trading price

Pound retreats but dealers not alarmed

Labour advance lifts money market rate

BY COLIN NARBROUGH, ECONOMICS CORRESPONDENT

INTEREST rates in London's money markets rose yesterday, reflecting increasing concern over a Labour election victory. The key three-month interbank lending rate moved sharply ahead in a frantic market early yesterday, rising almost half a point at one stage.

If money markets continue to be unsettled over the next few days, the high street banks will come under increasing pressure to raise their base rates, which have been stuck at 10.5 per cent since early September.

By the end of the day, the market was calmer, with the three-month money back down to 11 1/2 per cent, which was still more than a quarter of a point up from Tuesday, when rates had firmed slightly. The one-month money rate increased a quarter of a point to 10 1/4 per cent. Pinned to its effective floor in the European exchange-rate mechanism, sterling dropped almost three quarters of a point to DM2.8515 at the official London close.

Against the dollar, it dropped more than a cent to \$1.7245. The trade-weighted index was 0.2 of a point lower at 90, after having stood at 89.9 for most of the day. The pound was indicated at 53 per cent of its allowed swing below its ERM central rate against the ecu, against 49 per cent on Tuesday.

Dealers detected no sign of

the Bank of England intervening to support the pound, and the mere threat of the bank using its huge reserves as a prop appears to be preventing any serious pressure on the currency. Official reserves data out today is expected to indicate only slight intervention in March, with reserves falling only about \$100 million.

Paul Chertkow, chief currency strategist at Citicorp, said: "There's no sterling crisis. Falls like this against the mark are nothing." He saw the foreign exchange dealers, in contrast to the money and gilt markets, as taking a relaxed view of a Labour government, given the commitment the shadow chancellor has made to keeping the pound at its ERM central rate of DM2.95.

"The risk is on interest rates, not exchange rates," Mr Chertkow said, although he believes the pound could ease to about DM2.80 before

election day. The pound's lower limit against the mark is DM2.7783.

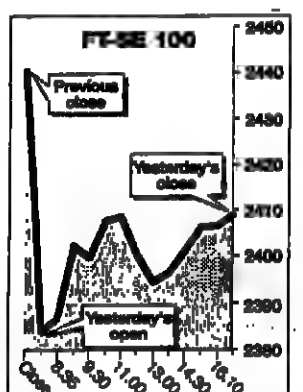
Glenn Davies, chief economist at Credit Lyonnais, predicted the next interest rate move will be upwards, as the pound comes under pressure in the next month or two in the event of an outright Labour victory or a hung Parliament.

Ruth Lea, chief economist at Mitsubishi Bank, foresees a "definite currency risk" if Labour wins, but expects Mr Smith to sanction an early base rate rise to prove his ERM credentials rather than allow market doubts to fester.

The policy-setting council of the Bundesbank holds its regular fortnightly session today, but no change in key interest rates, of vital importance to the direction of British interest rates, is expected. Most economists foresee the Bundesbank easing rates in the third quarter, but some, like Mr Davies, believe the Germans could tighten further if money supply growth does not slow.

In America, the National Association of Purchasing Management survey for March showed a rise to 54.1, from 52.4 in February, when 53.0 was forecast.

February construction spending showed an unexpected fall, but this was only due to an upward revision in January's figure, traders said. The figures fitted well with the emerging picture of more established recovery.



City is coming to terms with defeat for Tories

BY MICHAEL CLARK AND MARTIN WALLER

CITY investors have finally begun facing up to the possibility of the Labour party winning an overall majority at the polls next week.

Shares and gilts fell sharply with the FT-SE 100 index tumbling 36 points in the first half hour's trading as market-makers went on the defensive. But some bear covering saw the deficit fall to 31.5 at 2.408.6 by the close. The index has now fallen 166 points since the date of the election was announced.

"The fact that the market is reacting to this shows how much a Conservative victory was already priced in," said Anthony Brocardo, an equity strategist at Nomura Research Institute. "People are having to come to terms with Labour."

Details of the polls were picked up overnight in New York where British companies were heavily marked down. A 764-point fall in Tokyo only exacerbated the problems for dealers in London when business resumed. Prices were called sharply lower in order to deter sellers, a tactic that appears to have

been successful. By the close, 701 million shares had changed hands, but this was swollen by bed and breakfast transactions to establish a year-end tax loss.

Worst hit were the privatisation shares, including those singled out for possible renationalisation by Labour. The electricity distributors suffered, with London Electricity down 27p to 222p, Seaboard 16p to 230p and Manweb 24p to 257p. Power generators also suffered setbacks with National Power 4 1/2p lower at 191p and PowerGen 5p to 200p. Gilts fell by more than £2 at the outset, reflecting the latest fall in the pound and quarter-point rise in short-term interest rates. Losses at the close were reduced to £1 1/4.

Nomura's view is that a Labour victory would see the FT-SE fall immediately to about 2,200, a hung parliament would bring a fall to 2,350 and a Tory victory would mean an advance to 2,600. It takes a more sanguine view a year hence, believing whatever party is in power, operation of the nor-

mal economic cycle would move the market on again.

John Reynolds at County NatWest said the City was reacting to the first clear indication that the Labour party might achieve an overall majority in the next parliament, as indicated by the polls on Tuesday night. "An outright Labour victory hadn't been priced into the market. If the polls stay as they are and the markets start to believe that Labour will get in, they will discount that fact. I don't think we've seen the worst. We've seen a taste of how bad the markets can go."

Mark Tinker at Kleinwort Benson said the market's volatility was a result both of the City's fear of a Labour government and of the general uncertainty, and the removal of this uncertainty, even at the expense of a Labour victory, would prompt some recovery.

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Leading article and letters, page 17
City hopes, page 23
Market report, page 24
Comment, page 25

Gadaffi makes life tough for DTI

BY ROSS TIEMAN
INDUSTRIAL CORRESPONDENT

THE imposition of sanctions against Libya from April 15 will provide a trial by fire for changes in the Department of Trade and Industry's export licensing arrangements, introduced in the wake of the Iraqi supergun affair.

Colonel Muammar Gaddafi, the Libyan leader, has threatened to halt business with "hostile" countries. Unless that threat is implemented and applied to Britain, the DTI will be under pressure to apply exceedingly high standards for granting export licences to British manufacturers.

Many industrialists are concerned that DTI procedures still put the onus on manufacturers to ensure trade sanctions are effective. "The DTI will have to be better organised than they were last time," a representative of one industrial trade association said.

The sanctions agreed by the United Nations Security Council will take effect if Libya fails to hand over two of its

subjects wanted by Britain and America in connection with the bombing of the Pan Am airliner that crashed on the Scottish town of Lockerbie in 1988 with the loss of 270 lives.

The restrictions are designed to prevent all foreign flights by Libyan Arab Airlines, enforce a complete international ban on arms sales to Libya, and restrict the activities of Libyan diplomats overseas.

But one clause of the UN measures threatens to affect the bulk of Britain's exports to Libya. The sanctions include a ban on the sale or licensing of any equipment used in the manufacture or maintenance of military equipment.

Ensuring that a particular piece of equipment is destined for peaceful purposes is likely to prove difficult.

Libya is a relatively modest customer for British industry. Britain none the less exported goods there worth £255 million last year, and those sales were dominated by machinery. In the ten months to October, exports to Libya were: industrial machinery and equip-

ment, £34.8 million; power-generating machinery, £22.6 million; specialist machinery, £19.4 million; and scientific instruments, £14.6 million.

Under the Export of Goods Control Order 1991, many exports of so-called dual-use equipment already require licences. Applications must be made to the DTI's Export Control Organisation.

In evidence to the trade and industry select committee inquiry into the supergun affair last November, Mike Coolican, head of the ECO, said that he had been given more staff as a result of the deficiencies exposed by that case. The organisation now also makes much more use of computers, and keeps better records of licence enquiries.

But Mr Coolican also acknowledged that the system was largely "self-regulatory", because the department relied heavily upon companies' knowledge of planned use for equipment they sold.

Full details of sanctions to be applied against Libya will be published by the foreign office if Colonel Gaddafi fails to meet the deadline.



Pet project: George Paul (left), H&C chief executive, and Bill Turcan, finance director, launch a dry dog food

New doubt emerges over O&Y loans

FROM PHILIP ROBINSON

FRESH doubts were raised yesterday over £378 million (£390 million) of Olympia & York Development loans after a credit rating agency placed two debts under review and a syndicate of banks refused to grant time extensions on other repayments.

In Montreal, the Canadian Bond Rating Service signalled it was poised to raise the risk on £310 million of debentures and £231 million of short-term credit, the collateral for which has fallen below pre-agreed levels.

In Toronto, a syndicate of banks led by the Bank of Nova Scotia and the Canadian Imperial Bank of Commerce, and which included several European banks, declined to grant a year's extension to a £345 million loan secured on O&Y's 68-storey Scotia Plaza in Toronto. Those close to the negotiations say the banks are unlikely to declare a default on the loan or seek a sale of the property, but the move gives them the option to force a bankruptcy and could give them an edge in the debt restructuring talks that are due to start on Monday.

Analysts say the action is likely to be typical of moves that some of the 100 bank lenders could try in an attempt to increase the strength of their negotiating position. A spokesman for O&Y indicated the bank's action was not dramatic.

The new finance committee at O&Y is compiling a list of the estimated £320 billion of debts owed by the world's largest property company — builder of Canary Wharf at London's Docklands — which has delayed a £40 million downpayment on an extension to the Jubilee underground line.

O&Y's £330 million short-term credit commercial paper issue is, the Bond Rating Service says, on credit watch with negative implications. The agency is also reviewing £310 million of debentures in Olympia & York Euro-Credito Ltd.

Europe and US end dispute over Airbus

FROM GEORGE BROCK IN BRUSSELS

EIGHT years of dispute between Europe and America over subsidies to Airbus have ended with agreement by both sides on future subsidies to civil aircraft makers. The agreement is expected to produce a leaner global aircraft industry.

The deal is remarkable for having been reached in the sour atmosphere pervading all trade talks between Brussels and Washington because of the deadlock over farm subsidies. It is also the first international agreement to attempt to control subsidies in the civilian aircraft industry.

Approval is still needed from President Bush and EC ministers. Full details were not released yesterday, but the document agreed to set a limit on direct and indirect public payments at well below the 15 per cent level for which the EC had been arguing. The cap set on direct subsidy is understood to be close to 33 per cent. American delegates said that if the deal were

confirmed, Washington would not issue a complaint at the EC over the Airbus subsidy under the General Agreement on Tariffs and Trade (GATT).

America has accepted for the first time international limits on both direct and indirect subsidies — the latter often hidden in defence research contracts — to aircraft companies such as Boeing and McDonnell Douglas. American aircraft manufacturers alleged that the Airbus consortium, which has made large inroads into the American jet market, competes unfairly because of the high level of public subsidy from the British, French, German and Spanish governments. American manufacturers claim that Airbus has enjoyed \$25 billion of support in 20 years; the EC counterclaimed that American firms received \$41 billion over the past 15 years.

The EC and America will try to extend the terms of the agreement to other GATT members.

H&C buys farm feed activities

BY GRAHAM SEARJEANT
FINANCIAL EDITOR

HARRISON'S & Crossfield has bought Unilever's BOCM-Silcock and Unifarm farm animal feed businesses for £67 million in cash. The deal more than doubles the size of its existing Paul's business and makes it the biggest supplier to the market, with an initial 24 per cent share.

The purchase will be paid for by further disposals of assets. BOCM-Silcock and Unifarm made £5.1 million profit on £300 million of sales for Unilever, but George Paul, H&C's chief executive, said that after Unilever central overheads were stripped out, profits would be £11 million. H&C announced a maintained dividend of 9p, helping its shares to rise by 2p to 126p, despite a 33 per cent fall in pre-tax profit in the year to December 31 on sales up 2 per cent at £1.83 billion. Its building products and chemicals businesses were hit by recession.

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Discount rate cut in Japan fails to impress markets

FROM JOANNA PITMAN IN TOKYO

THE Bank of Japan has cut its official discount rate, the nation's key lending rate, by 75 basis points to 3.75 per cent, the lowest level since December 1989. However, the financial markets were not impressed and the Nikkei shares index reacted by tumbling to a six-year low of 18,581.79, a level 55 per cent worse than the market's high, set at the end of 1989.

Market analysts said the discount rate cut had been anticipated for so long that its potentially positive effect had already been discounted. Yasushi Mieno, governor of the central bank, said the cut "was judged appropriate by taking account of the overall economic development, including weaker domestic activity and recent trends in prices, money supply and market interest rates."

Japan's gross national product shrank for the first time in two and a half years in the October-December quarter last year and is expected to register another reduction in the January-March quarter this year. Money supply growth has slowed to its slowest pace and industrial output fell in February, year on year, a fifth consecutive monthly decline.

Chuji Appleton, manager of equity sales at Baring Securities, said: "The market declined because the economy is still seen as very weak,

because Tuesday's economic rescue package was disappointing and because of a prevailing mood that there will be no more rate cuts for some months."

A Bank of Japan official said yesterday that the next time the central bank adjusts the discount rate, it will be in an upward direction.

Equity traders in Tokyo reported a higher than average volume of transactions yesterday — an estimated 300 million shares changed hands — but almost all were sales.

Mr Appleton expects the Nikkei index to recover slightly short-term, but he believes further slides in the stock market are now inevitable. "There is a lot of talk of severe problems in the banking sector, and once the market is allowing collapses like this, it could start to feed on itself and just spiral down."

Business and political leaders rallied to support Mr Mieno's move. Rokuro Ishikawa, chairman of the Japan Chamber of Commerce and Industry, said: "The reduction is an appropriate step and is expected to help promote corporate capital spending and housing investment." Shin Kanemaru, vice-president of the ruling Liberal Democratic Party, said the central bank's move should spur business activity.

Most leaders of Japan's leading companies dutifully

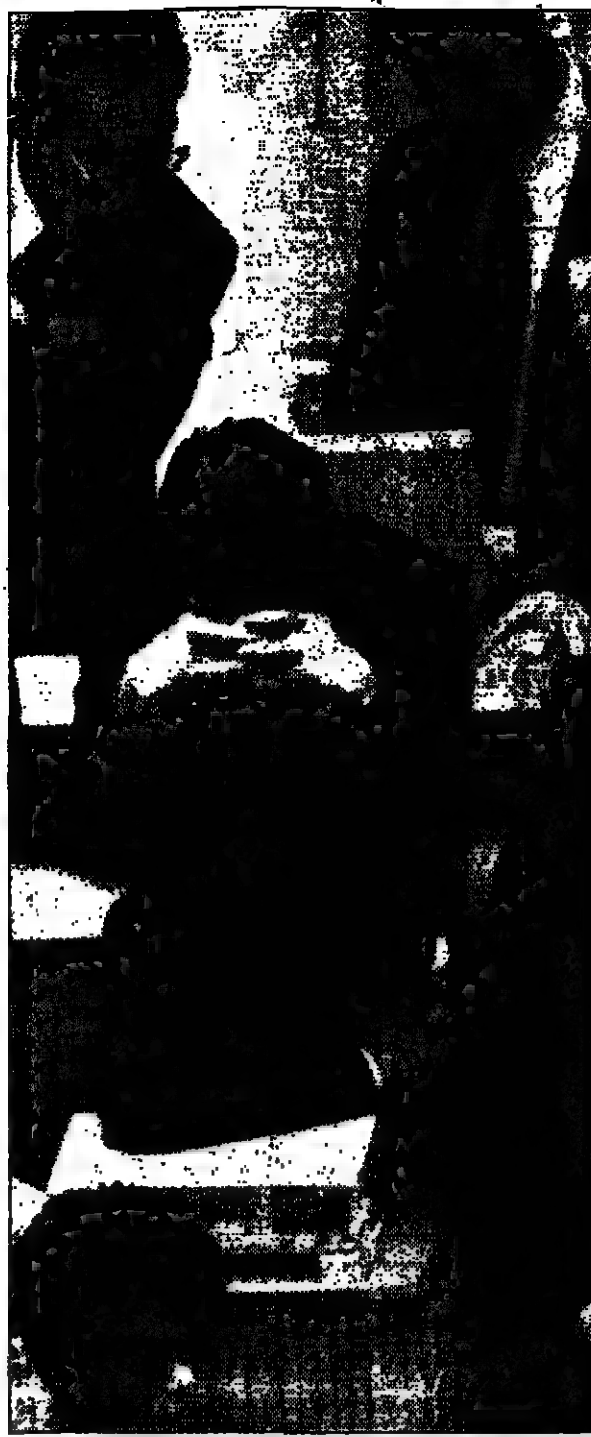
backed up the move, saying it was timely and appropriate after Tuesday's emergency economic package, at the core of which lies 2 trillion yen (£9 billion) worth of public sector investment in the first half of the new fiscal year to boost domestic demand.

The lone voice of Tomochi Akiyama, president of Sumitomo Corporation, however, admitted to disappointment, expressing severe doubts that the rate cut will be effective in bolstering the economy. "The domestic situation is far worse than is generally thought," he said, calling for the central bank to guide short-term interest rates lower still.

Stephen Cohen, managing director of Warburg Investment Trust Management, said: "The economy needed, among other things, at least a full 1 per cent cut in the interest rate to make any effective difference."

Explaining yesterday's fall in the stock market, analysts pointed to a planned liquidation on the first day of the new fiscal year of tokyo, or money trust funds. These had become the home of the proceeds of the overvalued "bubble" economy of the late Eighties that pushed stock and real estate prices up three or four times above their true value.

World markets, page 24



Pause for thought: Tokyo traders wait as prices fall

Emap buys Maxwell exhibition business

BY JON ASHWORTH

EMAP, the fast-growing publishing and exhibitions group, has bought one of the last pieces of Maxwell Business Communications for £4 million.

The purchase of Trenton Group, an exhibitions company, rounds off an aggressive spree of acquisitions by the group that publishes *Smash Hits* and *Q*, along with a diverse range of business titles.

In February, Emap paid £21.5 million for all the MBC titles based in central London, including *Insurance Age*, *Planned Savings* and *The Review*.

Trenton consists of four main trade fairs, covering heating and ventilation, packaging, fluids and commercial fishing. There are also several smaller regional shows.

Emap Events, organiser of the Personal Investment Management Show, held on the Canberra cruise liner each June, is being sold to its management for an undisclosed sum. It will be renamed Richmond Events.

Emap's exhibitions division made a loss of £1.47 million in the six months to September 1991, compared with a profit of £57,000 in the same months of 1990.

The company has been expanding aggressively, despite a sharp downturn in advertising revenue that triggered a 28 per cent slump in interim pre-tax profits last year.

David Arculus, Emap's group managing director, said the recession had enabled the company to make acquisitions at realistic prices. The company entered the recession without any gearing and has spent £80 million on purchases in the past two years.

It is now one of Britain's biggest publishers of business magazines, along with Reed and United Newspapers, and is one of the largest exhibitions organisers. The company is expanding into the French consumer magazine market but intends to remain primarily a UK publisher.

Emap paid £10 million for three consumer titles, from Murdoch Magazines last August, including *New Woman*.

BUSINESS ROUNDUP

Setback for sale of Ulster power plants

PRIVATISATION of Northern Ireland's power generating industry stumbled yesterday — vesting day — when the partnership that is buying two of the province's four power stations was unable to lodge all the agreed £214 million of purchase price. The partnership, comprising Tractebel, of Belgium, and America's Applied Energy Systems, asked for more time. It wants to buy Ulster's newest power station, Kilrood, and its oldest, Belfast West. It said it was confident of raising the balance from a consortium of banks and of completing the deal next month.

Northern Ireland's economic development department took control of the two stations for the time being. British Gas, meanwhile, took over the station at Ballylumford, County Antrim, and a management and employee buyout team moved in at the Coolkeeragh plant, near Londonderry. NI Electricity remains in being as a transmission and retailing grid and will be privatised through a public flotation this year.

Sherwood dividend up

DESPITE the recession, which is particularly deep in computer services, Sherwood Computer Services is raising its dividend after a 22.8 per cent advance in full-year profits. Its dividend after a 22.8 per cent advance in full-year profits. Its dividend after a 22.8 per cent advance in full-year profits. Its dividend after a 22.8 per cent advance in full-year profits.

Radamec pays out

RADAMEC Group, an electronics and precision engineer that makes control systems, is returning to dividend after pre-tax profits of £345,000 in the year to end-December (£396,000 loss). The improvement in trading was largely due to a substantially better result from Radamec Defence Systems, aided by short-term benefits to the order book thanks to the Gulf conflict. Improved efficiency and higher margin contracts. The group also benefited from lower interest charges of £300,000 (£549,000). Gearing has been reduced to 39.3 per cent from 62.3 per cent. Group turnover declined to £10.3 million (£12.1 million). A dividend of 0.5p is recommended for the year (none). Earnings were 1.9p a share (1.8p loss).

Capital edges ahead

CAPITAL and Regional Properties made pre-tax profits of £367,000 in the year to December 25, 1991, up from £352,000. The profit was due to a £666,000 surplus on the sale of investment properties. At the operating level, the group made a loss of £214,000, compared with a profit of £352,000. Earnings per share rose from 0.91p to 1.26p. The final dividend is 0.7p, making 1p for the year (0.9p). Rental and fee income rose from £4.62 million to £5.24 million and there was an extraordinary charge of £1.19 million for the group's attempted financial reconstruction of Sheraton Securities International and for an investment in the 545 North Michigan Avenue Partnership.

North British rises

THE net asset value at North British Canadian Investment Company, the investment trust, increased to 112.3p per share at the end of February, compared with 91.2p a year earlier. Pre-tax revenue advanced to £1.22 million for the year, against £1.11 million last year. Total revenue increased to £1.47 million, against £1.41 million, with more than 50 per cent of the company's investments in European equities. A final dividend of 2.35p is being proposed, making an improved total of 3.25p for the year, against 3.06p. Earnings per share, adjusted for last June's three-for-one capitalisation issue, climbed from 3.1p to 3.39p a share.

Senior sets record

SENIOR Engineering Group, led by Professor Sir Roland Smith as chairman, bucked the recession in 1991 to report record pre-tax profits of £18.3 million, up from £16 million in 1990. A final dividend of 1.95p (1.78p) makes 3.15p a share (2.86p) for the year, and Sir Roland says Senior is confident it can show resilience to the British recession in 1992. In February, Senior raised £26 million in a rights issue to fund the acquisition in America of Flexonics, the flexible tube and metal hose group, which is expected to make a contribution to group profits in its own right this year.

Antares alters name

ANTARES, the fuel distribution and engineering group formerly known as United Guarantees, is changing its name again. It is taking the name Harrison Industries from the company it acquired through a reverse takeover in January. The £14 million deal added industrial products ranging from garage doors and castings to electronic security systems. The company has sold its loss-making Mynos retail division, which owned Covent Garden General Stores. Barry Giddings, chief executive, said he hoped Harrison would be more streamlined as an industrial group.

Pension lifts Leros

HOUSE of Leros, the women's fashion group, has benefited from a £2.96 million surplus in its pension fund, which pushed pre-tax profits in 1991 to £3.63 million, up from £254,000. Without the exceptional income profits would have been £675,000, down from £854,000. Turnover fell from £16.8 million to £13.3 million and earnings per share, pre-exceptional, were 8.4p, down from 11.6p. Final dividend is 7.3p, making 10.3p for the year, the same as last time. The shares rose 3p to 137p.

Ash & Lacy holds up in recession

BY OUR CITY STAFF

ASH & Lacy, the West Midlands metals processor, continues to hold up well in the year of recession, with pre-tax profits just 3 per cent lower in the 1991 trading year. Howard Marshall, managing director, says the balance sheet was cash-positive and "very strong" at the year end.

Difficult domestic conditions trimmed turnover by 3 per cent to £54.5 million. After slightly higher distribution costs and administration expenses, operating profits were slightly lower at £4.8 million (£4.89 million). A sharp fall in other income less interest payable, from £157,000 to £4,000, helped trim pre-tax profits from £5 million to £4.8 million.

Mr Marshall said that overall, galvanising profits were down during the year and the French companies in the division were affected by a downturn in their markets in the last quarter of the year.

Stable copper prices helped non-ferrous distribution activities and margins were higher. Volumes fell, but thanks to the better margins and tighter cost controls, non-ferrous distribution profits rose. Manufacturing activities reported lower profits.

It was a positive year for capital spending, Mr Marshall said. "We now have the most advanced expanded metal line in Europe and in France the first heavy section painting line to be integrated with galvanising."

The company proposes an unchanged final dividend of 3.9p, making a total of 6.4p, the same as 1990. The dividend was twice covered by earnings of 13.12p (13.53p).

There were no signs of recovery, Mr Marshall said, but Ash & Lacy remained in a strong position to respond to the world recession. The shares were unchanged at 148p.

Adwest pegs payout but profits tumble

BY PHILIP PANGLOS

ADWEST Group is maintaining its dividend at 1.25p a share, despite a 34 per cent decline in first half profits as depressed conditions took their toll on the automotive components, engineering and property group.

Pre-tax profits fell to £2.03 million in the six months to end-December, against £3.07 million. Group turnover dipped to £60.5 million, compared with £61.8 million, with the automotive side accounting for about 60 per cent of total turnover.

Fred Grant, chairman, said: "The back end of last year was horrid for manufacturing." Adwest felt the effects of its large exposure to the beleaguered Jaguar group, where the company makes power steering for the luxury carmaker.

Mr Grant said, however, that the group had done "very well" with Land Rover and Nissan, where the group is a



Grant: better prospects nominated supplier. After a difficult period, prospects for the defence operations are somewhat brighter. "The past problems are now behind us; things are starting to look up," he said. The property division is holding up well, with rental income "going up this year".

Earnings dropped from 3.2p a share to 2.3p. The shares eased 6p to 86p.

Hogg Group admits overoptimism

BY GILLIAN BOWDITCH

JAMES Vaughn, chairman of Hogg Group, the insurance broker, has said his expectations of an increase in insurance rates and an upturn in the insurance industry last year have proved to be overoptimistic.

Trading was difficult last year, during which overcapacity and soft markets continued to prevail, he said. Hogg made pre-tax profits of £16.8 million in the year to end-December, down from

£17 million. Profits from the core broking business improved from £11.9 million to £13.2 million and turnover rose from £103 million to £113 million. Earnings fell from 16.4p to 15p a share and the final dividend stays at 5p, making 8.15p for the year up from 8p. The shares fell 19p to 167p.

In the UK, the group's retail branches continued to face intense competition and decreasing rates of premium.

Mr Vaughn said: "The anticipated hardening of the market did not materialise, but there are some grounds for optimism in 1992," he added. Financial Services and Risk Management Services continued to progress.

Profitability improved at the London wholesale divisions, while the marine and non-marine divisions were helped by stronger markets and new business.

The Credit Insurance Association and Investment Insurance International maintained their positions as market leaders in credit and political risk insurance, but the recession hurt Hogg Insurance Marketing Services.

The Lloyd's Members Agencies saw profits fall from £1.4 million to £500,000. The group was involved in the Outrights settlement and has some names on the syndicates subject to current loss reviews.

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Abstract of Annual Accounts For the Year Ending 25 December 1991

	1991	1990
Assets and Liabilities		
Endowment Fund	12,196,751	864,488
Reserve Fund	13,061,224	13,061,224
As at 31 December 1990	1,037,826	1,275,381
Income from Investments, etc	2,312,957	2,312,957
Less		
Grant expenditure	383,057	458,417
Non-grant expenditure	1,448,474	864,488
As at 31 December 1991	1,448,474	864,488

GEORFFREY LORD Secretary and Treasurer
Carnegie Park House, Dunfermline, Fife KY11 7EL 28 March 1992

Profit may be £40m for LWT managers

BY MARTIN WALLER

SENIOR managers at LWT (Holdings), the London weekend and independent television contractor, are on course for windfall profits of almost £40 million from the 1989 financial restructuring, after the company reported profits well ahead of City expectations despite the depressed advertising market.

LWT's convertible preference shares, created as a result of the restructuring, succeeded in gaining 5p to 263p in yesterday's appalling market conditions as the group announced pre-tax profits of £25.2 million for the year to end-December last, an advance from £20.7 million, at a time when most ITV companies are expected to report lower profits.

The company is taking the opportunity of raising the fixed preferred dividend, paid half-yearly in equal instal-

ments, by 50 per cent to 5.90625p, but says no further rise can take place until the first possible date for the conversion of the shares, in autumn next year.

Under the financial restructuring approved by shareholders in November 1989, the bonuses payable to 44 key executives as part of the "golden handcuffs" to keep them at the station into the next franchise period are triggered at that conversion date, depending on the share price performance. But for the maximum bonuses to become available, the shares have to rise only 15p to 278p and stay there until then.

The complex bonus scheme was fixed on a sliding scale. However, at that price the management would then hold shares bought for about £3 million, but worth £42 million and representing almost 15 per cent of the company. Among the beneficiaries are Melvyn Bragg, who would hold shares worth £1.7 million, and Christopher Blund, the group chairman, whose holding would be worth more than £5 million.

LWT, which regained the franchise in last year's bidding round, is calling for a relaxation of the rules that prevent television companies bidding for each other, and would like to see large companies allowed to link up with medium-sized ones.

LWT says some relaxation will be essential, in the form of rescue bids for companies that bid too much to keep their franchises. "Some high bidders will find it difficult to survive on their own," said Mr Blund.

Times, page 24

Bowthorpe to purchase 'black box' maker

BY JONATHAN PRYNN

BOWTHORPE Holdings, the electrical and electronic products group, is to pay £30.2 million for Penny & Giles, an electronic instrumentation maker famous for its "black box" flight recorders.

The recommended offer will be the first major acquisition by the company since Dr John Westhead took over as chief executive last year. Dr Westhead said yesterday that the acquisition would allow Penny & Giles to develop international markets and production facilities for its products, which include aerospace instruments and high-tech sensors. There were considerable technical synergies with Bowthorpe's existing products in these areas, he added.

Bowthorpe is offering 136 new shares for every 100 Penny & Giles shares held, valuing them at 321p, a 37 per cent premium to the market price at the close of business on Tuesday. The offer represents a multiple of 15.7 times Penny & Giles' historic earnings per share of 20.5p for the year ended March 31, 1991. Shares in Penny & Giles yesterday rose 75p to close at 310p. There is a partial cash alternative of one new Bowthorpe share and 84p in cash. The deal will be marginally dilutive in the first year after the acquisition.

Penny & Giles reported pre-tax profits of £2.9 million for the year to end-March 1991 on turnover of £33.7 million and had net assets of £16.7 million. In the six months to end-September it made profits before tax of £1.1 million (£1.3 million).

Bowthorpe has already acquired or received irrevocable acceptance for more than 40 per cent of the shares, including those held by the two founders of the company and their families.

In a trading statement, Bowthorpe said that the recession appeared to be bottoming out in America and the UK, but that the German and Japanese economies were showing signs of slowing. Recovery is likely to be modest and probably more apparent in the latter rather than the earlier part of the year, Bowthorpe said.

Bowthorpe shares fell 2p to 234p.



Plotting a course to takeover: Dr John Westhead (left) and Colin McCarthy, finance director

Fimbra halts sale of US unlisted stock

BY TONY HETHERINGTON

FIMBRA, the investor protection body, has ordered a firm of financial advisers to cease selling unlisted shares in a Florida company that markets orange juice and organises a "Miss Mannequin" model competition.

The advisers, Wadsworth Bates Limited, of West Yorkshire, claim the shares are set to show a spectacular 400 per cent price rise in no more than six months. However, no accounts or prospectus are available and the individual promoting the issue is unknown to the Financial Intermediaries, Managers and Brokers Regulatory Association (Fimbra).

A mailbox sent to potential investors by Wadsworth Bates says it has been ap-

pointed UK co-ordinator for a placing of 1 million shares in International Industries Inc, a small company based in Orlando, Florida. The circular says Wadsworth Bates is a substantial shareholder in the American business.

A letter signed by Simon Duckworth of Wadsworth Bates claims: "The placing price is 65c (38p), but after recent discussions with Nasdaq, the mechanics are in motion for a further issue in 3-6 months at a price of \$3.20 (£1.88), which would result in a full Nasdaq listing at that price — a 400 per cent increase." The letter also claims that the issue is "Fimbra approved".

International Industries Inc is said to supply orange

juice to 220 British supermarkets and to control a franchise business of professional modelling schools in America. Speaking before the sales ban imposed by Fimbra, Mr Duckworth said the company was "too new" for any accounts to have been prepared.

Despite claims by Wadsworth Bates that negotiations for a share listing on Nasdaq have gone well, officials of the American shares network say no application has been received from International Industries Inc. Fimbra said it had intervened to protect Wadsworth Bates clients.

A spokeswoman said: "The company has been ordered not to enter into any transactions or conduct or solicit investment business in relation to unlisted American stocks. Investment advice has been given to clients by a person not authorised by Fimbra, namely Mr Simon Duckworth."

Fimbra is also understood to have objected to the claim by Wadsworth Bates that the share issue was approved by the watchdog body. Although the firm was authorised by Fimbra to offer such investments, Fimbra does not pass opinion on the shares themselves.

Mr Duckworth said last night that he had offered potential investors only facts, and not investment advice. Fimbra had not listened to his side of the story. He said: "I think it is high-handed and irresponsible on their part."

Mr Clarke said BCC was determined to achieve productivity of 7.5 tonnes per man-shift within two years. The future of British Coal depends upon the outcome of the general election. Under a Conservative administration, the corporation would face contraction and privatisation. A Labour government would seek to restrict imports and to preserve the group at about its present size.

Shares in Young suspended

SHARES in Young Group, the open-cast coal mining company run by Bob Young, the miner's son, have been suspended for the second time in six weeks pending an announcement.

Shares in the USM-quoted company were suspended in similar circumstances on February 18. A warning that profits for the year would be "substantially lower" than expected sent the shares tumbling from 96p to 39p when trading started on March 3. The shares were suspended at 35p yesterday.

Directors spent the day locked in talks with Lazard Brothers, the company's financial adviser. Young has been in talks with his bankers and major shareholders about provision of additional working capital. Geological difficulties have affected production at several sites.

The company is believed to be in negotiations over its Venezuelan operation with Peabody, an American subsidiary of Hanson.

Virani fails to secure bail

Nazmu Virani, chairman and chief executive of Control Securities, the leisure and property group, has failed in an attempt to secure bail in the High Court.

Mr Virani, aged 45, of Putney, south-west London, appeared at City of London magistrates' court on Tuesday after his arrest the previous day. He is charged with conspiring with others to account falsely to the value of \$4 million. He remains remanded in custody until Tuesday.

His arrest came as part of a continuing investigation by the Serious Fraud Office into the affairs of the Bank of Credit and Commerce International.

Petrocon bid

The takeover panel has ruled that Petrocon Group's takeover offer for James Wilkes, which had attracted acceptances totalling 35.88 per cent by the closing time on Monday, should not be extended and, therefore, should lapse. An appeal against the ruling will be heard tomorrow.

Shares slump as MTM gives warning of no final dividend

BY MARTIN WALLER

MTM, the chemicals group, has shocked the market again with the news that its long-awaited final results are not yet ready, the company is in breach of banking covenants and there is no prospect of a final dividend for last year. The company paid a final 3.4p for 1990, which made 5.1p. MTM's interim dividend for last year was raised 10 per cent to 1.87p.

The company has also conceded that a thorough report on its books and accounting policies being carried out by BDO Binder Hamlyn, the auditor, could require the re-statement of earlier profit announcements, perhaps going back as far as the stock market flotation in 1986.

The shares lost two thirds of their value at one point yesterday, finally ending 40p lower at 26p. They were valued at

286p a month ago, before the first of several profit warnings and shock announcements. Richard Lines, the chairman, and Tom Baxter, the finance director, have resigned.

The delayed results for last year were due on Monday, but the company has said



Swete, rescue head

Chart, page 24

Investors expect hung parliament

BY PHILIP PANGALOS

PROFESSIONAL City investors think the Conservatives have the best long-term economic policies, but an increasing number expect a hung parliament, according to a Gallup survey of fund managers for Smith New Court, the securities house.

Some 89 per cent of fund managers, polled on Monday and Tuesday, expect a hung

parliament, compared with 51 per cent at the time of the previous survey early in March. About 80 per cent think the Conservatives have the best long-term programme for the economy, compared with 9 per cent for the Liberal Democrats and 6 per cent for Labour. Some 60 per cent believe a Labour government with an overall

majority would realign sterling in the next 12 months.

The survey says that 89 per cent of fund managers think the general economic situation will improve over the next 12 months if there is a Conservative majority. Under a Labour government, 40 per cent think the outlook for the economy would get better over the next year.

Banker appointed Mountleigh chief

BY MATTHEW BOND

MOUNTLEIGH, a group with interests in property and Spanish retailing, has appointed an American banker as chief executive. Steven Gerard joins the loss-making company six months after Clive Strowger resigned from the post after being publicly criticised by the London Stock Exchange.

For the past 15 years, Mr Gerard, aged 46, has worked for Citibank, the American bank that is also one of Mountleigh's lead banks. However, the company was at pains to point out yesterday that Mr Gerard had been appointed not by the bank but by Sir Ian MacGregor, Mountleigh's chairman.

Mr Gerard's appointment takes Mountleigh's board back up to 15 members, despite an undertaking by Sir Ian at last October's annual meeting that the board would be slimmed down as part of a cost-cutting programme. Since the

annual meeting, two new directors, John Cohan and Kevin Gregory, have been appointed and Mr Gregory has taken over from Jeff Warren as group finance director. However, a company spokesman said Mr Gerard's appointment should enable the reduction in board numbers to go ahead.

Any connection Mr Gerard might have had with Mountleigh during his career at Citibank has been "peripheral rather than specific", the spokesman said. His most recent job at Citibank was as senior managing director for credit, portfolio and risk management in Europe, North America, Japan and Australia.

Given Mountleigh's recent record — the company lost £96 million in the year to last April and in January revealed £73 million of losses in the first half of the current year — it will be Mr Gerard's experience heading Citibank's international recovery management group that

will be most valuable in his new role. Mr Gerard said he was excited by the challenges Mountleigh posed: "This is a company with significant economic value which is hampered by the well documented problems in the property market and an inappropriate debt structure," he said.

"It is my intention to implement a strategically focused operating plan which will be satisfactory to all creditors and which will result in maximising value for shareholders." He said he planned to unlock value in the group's property assets and in Galerias, the Spanish department store chain.

Mountleigh's £125 million sale of the Merry Hill shopping centre in Dudley, West Midlands, to a consortium of investors has not yet been completed. However, the spokesman said the company was confident that the deal — announced in January — would be concluded soon.

Efficient pits set record for Coal

BY ROSS TIEMAN

INDUSTRIAL CORRESPONDENT

BRITISH Coal has made a profit for the second year running, after achieving a record increase in productivity. Neil Clarke, the chairman, said.

Although Mr Clarke did not disclose the level of profit in the year to end-March, he said that it had been achieved despite a cut in the real price of coal during the past five years of 30 per cent, and with the lowest accident rate on record.

The state-owned corporation is under severe pressure to reduce costs. Its contracts to supply National Power and PowerGen, the privatised generating companies, at about £47 a tonne compared with about £35 tonne for imported coal, expire in 12 months.

Output from British Coal's deep mines was 70.5 million tonnes, down 1 million tonnes on the previous year, despite the closure of 15 pits and the loss of 14,000 miners' jobs.

British Coal has 50 deep mines, employing 44,000 colliery workers. Productivity rose 12.8 per cent to 5.3 tonnes a man-shift, and has since reached 5.7 tonnes a man-shift.

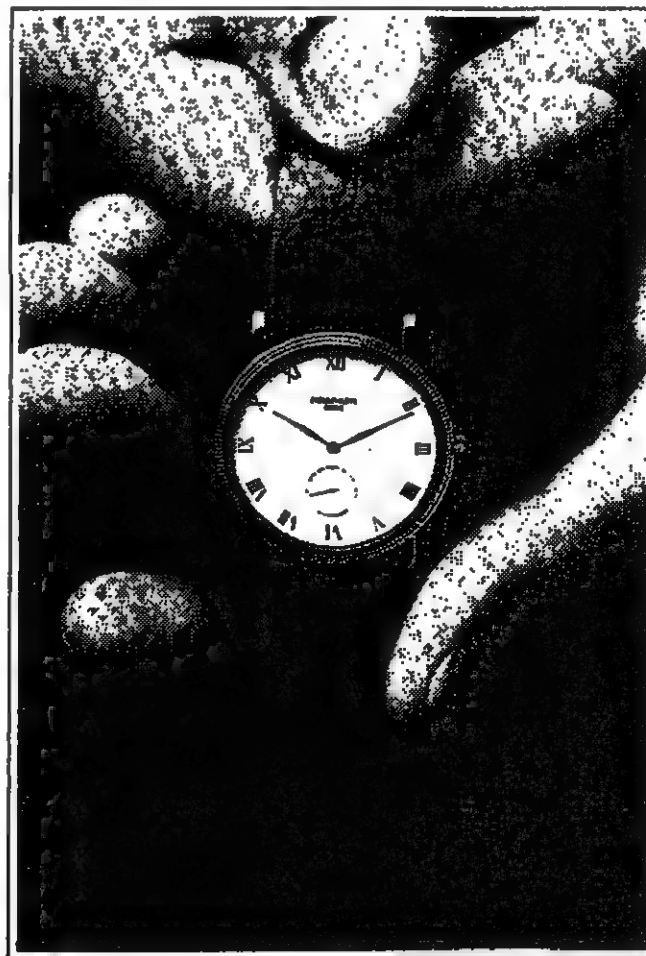
A British Coal spokesman said 80 per cent of the improvement was down to improved mining techniques and equipment. The company invested £368 million in new equipment in the year to March 1991. The rest was achieved by the closure of the corporation's least efficient pits.

Mr Clarke said BCC was determined to achieve productivity of 7.5 tonnes per man-shift within two years. The future of British Coal depends upon the outcome of the general election.

Under a Conservative administration, the corporation would face contraction and privatisation. A Labour government would seek to restrict imports and to preserve the group at about its present size.

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a particular Patek Philippe movement requires four years of continuous work to bring to absolute perfection, we will take four years. The result will be a watch that is unlike any other. A watch that conveys quality from first glance and first touch. A watch with a distinction: generation after generation it has been worn, loved and collected by those who are very difficult to please; those who will only accept the best. For the day that you take delivery of your Patek Philippe, you will have acquired the best. Your watch will be a masterpiece, quietly reflecting your own values. A watch that was made to be treasured.



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STREET

Foretaste of things to come

Financial markets are still not reflecting the suddenly enhanced prospect of a Labour government. Yesterday's fall in share prices and rise in market interest rates was a direct reaction to the latest polls, but a modest one. After some recovery of early falls, share prices ended only 1.3 per cent down, making a fall of about 5.5 per cent since the beginning of March. The stock market is still being managed closely by trading professionals while fund managers are sitting on the sidelines, the astute having taken options to sell large chunks of their British share portfolio after the election. Share prices are still ahead of their most recent trough in December after disappointment at the economy's failure to turn up. Even the utility stocks are showing little panic. Electricity distribution companies had a bad day yesterday but water stocks, which seem more directly if vaguely threatened, shed only about 3 per cent of their value.

Should the poll results be realised on April 9, this relative calm would be shown to be artificial. A month ago, 85 per cent of fund managers in a Smith New Court survey thought the Conservatives would emerge at least as largest party. Now only 7 per cent expect the overall Conservative majority that seems a pre-condition for a Conservative government. Over that month, possibly as a result of the campaign, City attitudes over the impact of a change of government have also changed. A month ago, it was widely thought share prices would merely rise slower under Labour. The balance is now bearish of shares under Labour and would expect interest rates to rise marginally instead of fall. Prices would fall much further when the real investment decisions were taken.

Trade hope

Collapse is the normal outcome of negotiations when American and European trade representatives meet to discuss the vexed issue of subsidies. In this sense, the apparent agreement over aircraft subsidies marks a surprising and welcome break from what remains one of gloomier aspects in the relationship between the world's two largest trading blocs. The deal was, less surprisingly, struck only minutes before the April fool's day deadline America imposed on the negotiations.

Precise details of the agreement and mutual concessions have yet to emerge, but the Europeans appear to have agreed sharp reductions in development subsidies to the four-nation Airbus consortium. The Americans have in turn agreed to cut hidden subsidies — principally in the form of defence-related payments — through which they prop up their own industry. By admitting that such subsidies exist in the first place, the Americans have finally abandoned their claim to hold uniquely high moral ground. What started with a row over Airbus subsidies ended with an international agreement over civil aircraft aids.

Most importantly, the agreement that was never to be raised a flicker of hope for the deadlocked Gatt trade talks. Deadline after deadline has passed in Geneva with no agreement in sight, leaving the conclusion that the Uruguay round is dead in all but name. The issue of farm subsidies, which stands at the centre of the dispute, is vastly more complicated than the question of aircraft subsidies, and the political stakes are equally much greater. But yesterday's agreement suggests there is at least some degree of determination left in Europe and in America to solve the outstanding issues. The aircraft deal is the most hopeful sign yet that the Gatt principles of free trade live to fight another day.

Jonathan Prynn
says the insurer's
dreams of taking
on the Europeans
at their own game
are fading fast

Three short years ago Sun Alliance's status as the highest quality share in the UK composite insurance sector appeared utterly unassailable. Pre-tax profits in 1988 had more than doubled to £372.4 million, the balance sheet was almost embarrassingly strong, with a solvency margin of 93 per cent, and the share price had completed a decade of spectacular outperformance.

Some of the more awestruck analysts were even referring to Sun Alliance as "the world's greatest insurance company," and its management, led since 1985 by Henry Lambert, the chairman, showed every sign of wholeheartedly agreeing with that verdict. Perhaps most importantly, Sun Alliance looked like the one British insurer strong enough to take on the European giants in the Nineties as the industry walls came down in the run-up to the single market.

It is a very different Sun Alliance that today unveils its results for 1991. Few, if any leading insurance companies anywhere in the world have been untouched by the savage downswing in the insurance cycle, but for Sun Alliance, the impact has been too narrow, if not yet quite close, the gap between itself and the chasing pack.

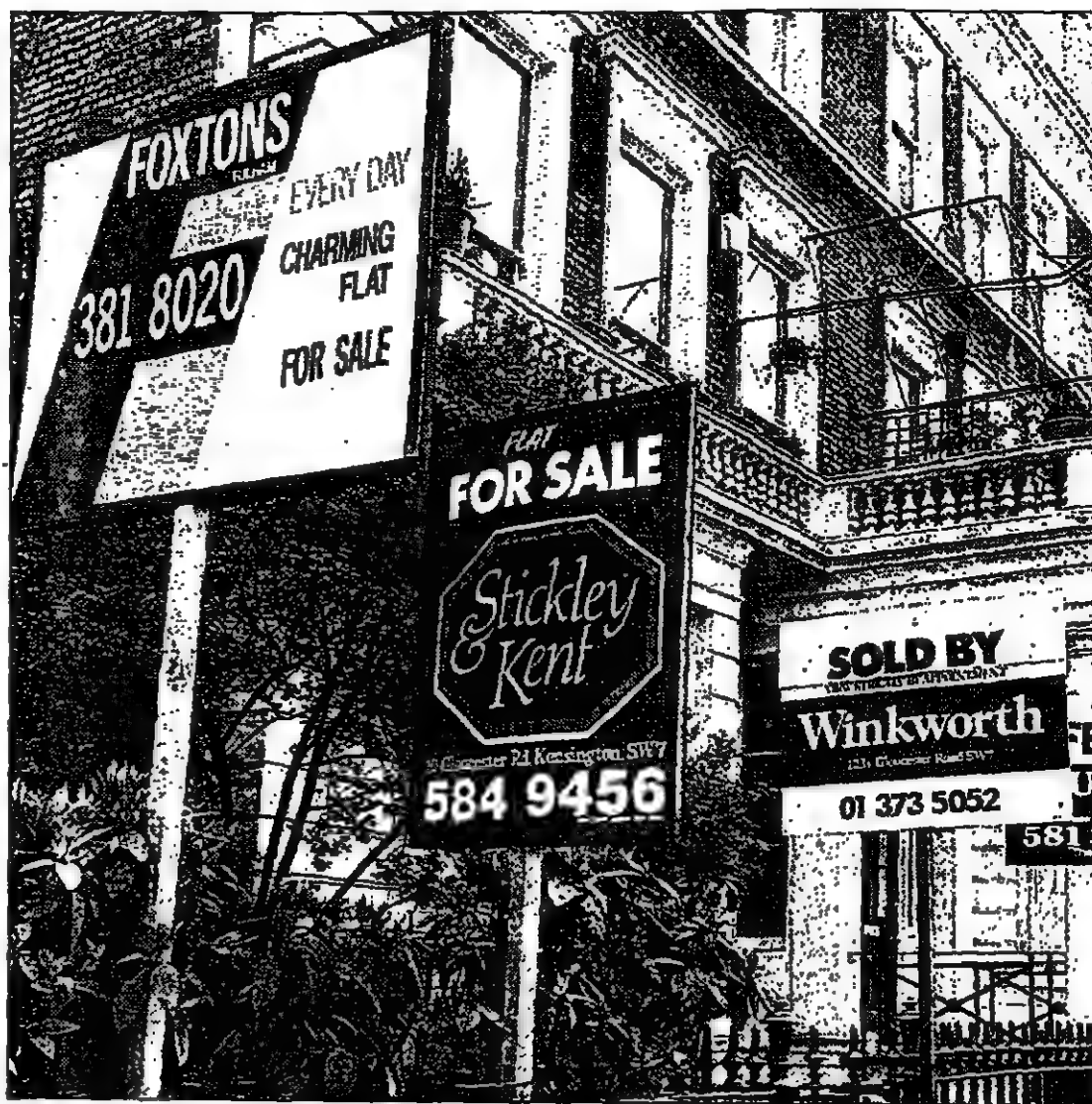
As one leading insurance analyst said: "The reputation has been tarnished and it will take some time to get that reputation back, if it ever does." Few cracks in the polished external facade of this 285-year-old pillar of the British financial establishment have yet appeared, but as another analyst pointed out, the internal perception is changing. "There are serious internal doubts. People are beginning to think: 'We are no better than the others out there.'"

Not that Sun Alliance's problems are particularly different to those of its competitors. Like all companies in its sector, the bulk of the damage last year was done by losses on the domestic mortgage insurance (DMI) account caused by the tidal wave of mortgage defaults and repossessions generated by the recession and the collapse in the property market.

In December, Sun Alliance announced that it would be making provisions of £320 million against DMI losses in its 1991 accounts. The news sent analysts scurrying to downgrade their loss forecasts and the current range of expectations is £420 to £470 million in the red. This follows losses of £181 million in 1990 when the company was hit by the storms throughout Europe in January of that year.

Further DMI losses of perhaps £200 million are expected in the current year, leading to another

Shadow cast by recession takes the shine off Sun Alliance



Property milestone: repossession payouts and the market slump have hit Sun Alliance hard

heavy loss before rate increases drag the bottom line performance back into surplus in 1993. By that time, Sun Alliance's once-formidable solvency margin will have been more than halved from its 1989 peak of 111 per cent.

The year-end figure for 1991 is expected to be about 65 per cent, still the strongest in the sector, but with relatively little blue sky between it and the rest of the sector bunched in the low forties. By 1993, the figure may have fallen as low as 45 per cent and, short of a miraculous recovery, Sun Alliance will have to face up to a future as another domestic UK player rather than a member of the European elite. "Its muscle has all been spent on the DMI losses," says Stephen Dias, a Goldman Sachs insurance analyst.

The setbacks have also taken their toll on Sun Alliance's traditionally generous dividend policy. The group used to enjoy using its balance sheet strength to annually increase its payout above the rest of the sector. This year has seen a nominal increase in the interim dividend to 5.25p but most analysts believe the final will be maintained at 9p. This is not the time for extravagant gestures.

Opinions are divided on whether Sun Alliance's humbling was the result of sheer misfortune or whether a series of poor management

decisions was also at fault. It is certainly true that, with the partial exception of Commercial Union, no leading UK insurer has escaped the DMI disaster. So was Sun Alliance's only crime that, as the biggest UK composite, it inevitably held the largest share of the DMI market? Up to a point. Some analysts, admittedly with the benefit of hindsight, talk about inadequate reinsurance programmes and a failure to perceive that if the DMI account went sour it was likely to do so on a grand scale. Some also question whether Sun Alliance, with the strength to open up new markets overseas, was wise to leave itself so exposed to the UK, where it has about a fifth of the household insurance market.

But there are other criticisms. Sun Alliance's investment portfolio is heavily weighted towards property and equities, a formula that served it well in the Eighties, but has proved a handicap in the very different market conditions of the Nineties. About a third of its equity exposure is accounted for by the 15 per cent stake in Commercial Union, shares which have declined in value this year from 480p to 415p compared with an entry price of 456p. The other large investment is in an American underwriting pool managed by Chubb, which has also

seen a fall in its share price this year, from \$77 to \$65. As one analyst commented, it all contributes to a constant whittling away of Sun Alliance's precious solvency advantage. The CU stake in particular gives Sun Alliance something of a strategic headache. While it would probably like to cut the proportion of shareholders' funds invested in a single asset, it is reluctant to sell the shares to the most likely buyer, a continental European competitor. The purchase was seen at the time as defensive move to make it more difficult for giants such as Allianz of Germany to swallow what was then one of Britain's weaker composites. But if the British market was vulnerable to the continental threat three years ago, it is far more so now. To hand a key strategic stake in one of the big five composites on a plate to a European competitor would be like inviting a shark into the garden fish pond.

But whatever its past mistakes, Sun Alliance is pinning its hopes for a return to profitability and balance sheet strength on a series of sharp rate increases pushed through on its main accounts this year. Rates on the huge domestic household contents account rose by up to 35 per cent from yesterday. Household structure and motor policy holders face similar or even greater rate rises, while DMI rates rose by 50

per cent last October. Given a fair, and gentle, wind, these increases should allow Sun Alliance to "make hay" over the next few years, according to analysts, although another hot, dry summer could lead to further heavy subsidence claims.

If the recent damp, mild, weeks are anything to go by, the weather gods are, for once, smiling on the battered insurance industry, and the bulk of the rate increases should flow straight through to the bottom line. The commercial accounts too are seeing rate increases stick, although David Nisbet, analyst at County NatWest WoodMac, suggests a further 20 per cent rise is required. The figures will also be helped by a gradual drying up of DMI losses in the second half of 1992 and 1993, and the ending of the recession. The structures account in particular, where rates have risen up to 80 per cent, should see "a very dramatic improvement in profitability." As a result, 1993 will, according to most analysts' forecasts, see a return to profits, in the range of £60 million to £120 million.

What of the future? The first priority is to restore profitability. Premium rate increases and job cuts should see to that, but the longer term objective of repairing the balance sheet will be more difficult to achieve. The group is still highly dependent on the UK household market, and changes in the structure of this market could threaten Sun Alliance. Direct insurers such as Direct Line are increasingly offering cheap household insurance to the public, by-passing the building society sector, which insurers such as the Sun Alliance rely on for business.

Continental competitors using their immense reserves to buy market share in the UK must also be seen as a concern in the medium term. Despite a number of link-ups with European insurers, such as the recent deal with Forenede Gruppen, the Norwegian group, the hard pounding taken by the balance sheet over the past three years has probably put paid to Sun Alliance's chances of being an equal or senior partner in a joint venture with a leading continental player. Even so, Sun Alliance is still capitalised in excess of £2 billion and a hostile bid is regarded as unlikely.

The decline in the relative status of Sun Alliance may also trigger a change in attitude towards the outside world at the group's Bartholomew Lane headquarters in the City. The senior management has been described as distant, even haughty, allowing its undoubted reputation as a class outfit to speak for itself. Relations with shareholders were not enhanced when, in April last year, the company revealed that it had made a £500,000 interest-free loan to a former director to cover legal costs. But the current problem in the insurance industry is no respect of reputation or longevity, and, like a blue blooded but newly impoverished Lord, the company must learn to live with the straitened circumstances it finds itself in.

THE TIMES CITY DIARY

Out but not down at 39

IT IS becoming increasingly difficult for redundant City workers to return to jobs within the Square Mile. According to a survey by Drake Beam Morin, the outplacement consultant, only 15 per cent of those people made redundant last year were re-employed elsewhere in the City. That figure compares with 37.4 per cent in 1989. DBM's findings also show that last year's typical redundant City executive was aged 39, had 8.7 years of service and was earning £47,174. Sidney Simkin, regional director at DBM, says many have been forced to divert their skills into new areas. Some opted to be independent advisers. Others moved out of the City altogether, becoming landscape gardeners or manufacturing Blackpool rock — as in the case of one Bankers Trust dealer who bought the Coronation Rock Company. Fortunately, Simkin is optimistic about the prospects for displaced 39-year-olds. "Between age 35 and 45, you get maximum mileage out of being established and having all your skills intact," he says. "You still have most of the things going for you that you need."

Pelican Sud croaks
THOSE who can still afford expensive City lunches have lost yet another chic haunt with the closure of Pelican du Sud in Hays Galleria, on the south side of London Bridge. Roger Myers, head of USM-quoted Pelican Group, which owns the 15 Café Rouge restaurants as well as Café



"It's either interference or the LWT results."

Pelican in London's theatreland, says City people no longer have sufficient disposable income for £30 lunches. Pelican du Sud began life in 1988, with personal backing from Janet Cohen, a Chancery House corporate finance director, who also helped launch the original Café Pelican in St Martin's Lane in 1983. Cohen and her partners sold both eateries to Myers in 1990 but while the upmarket Café Pelican continues to thrive, Pelican du Sud — and its largely City clientele — has been forced down market. It will reopen on Monday under the cheaper Café Rouge banner, part brasserie, part pizzeria, where lunch will cost from £13 a head.

Dipped beam

PROPERTY analysts have discovered a new way of monitoring the progress of Olympia & York's debt restructuring and cash raising exercise. They have been watching with keen interest to see how long it will take O&Y to replace a light bulb that

they say has been missing for more than a week from one of the four flashing white strobes at the top of Canary Wharf Tower. With the company holding back on all non-essential spending — light bulbs presumably included — the return to full beam could, in the eyes of the analysts, be the first signal that O&Y is over the worst. Meanwhile, the Civil Aviation Authority, which also takes an interest in such matters, has been quick to note the implications. A spokesman says that its "aerodrome standards" department will be informed, to ensure that O&Y is meeting the minimum safety requirements.

An Oscar helps

WITH all attention focused on Anthony Hopkins at the Oscars, it may have escaped general notice that the Oscar for best foreign language film went to *Mediterraneo*, an Italian comedy produced by Silvio Berlusconi's Fininvest group. Fininvest, one of Italy's largest companies, is generally reckoned to be one of only two serious contenders for Britain's fifth terrestrial TV channel — the other is Five TV Group, which Thames TV hopes to join. One institution that probably will have taken note of its success, however, is the Independent Television Commission, due to announce chosen bidders for the fifth station in the next two weeks. Fininvest must be hoping that the Oscar will exert a more favourable influence on the ITC than one of its earlier productions — the cheeky but entertaining *Colpo Grosso*.

CAROL LEONARD

Lloyds puts customers first

From Mr Phil Nunnerley

Sir, Mr Neville Lee's letter (Business News, March 31) criticising Lloyds Bank for "unilaterally invoking the spirit of the new code of banking practice" is somewhat surprising.

The nub of Mr Lee's complaint is that by placing our customers in control of information disclosed about them, we have put our customers first rather than his letting agency.

Our decision not to reply to bankers' references on personal customers is based on our belief that existing inter-bank arrangements are not compatible with the spirit of the code. We believe that a system which discloses information about personal customers without their consent or knowledge is a breach of the right to confidentiality.

Confidentiality is an issue that consumer bodies have lobbied for extensively in the past, and forms one of the core principles of the new code.

Our new system means that at the customer's request we will issue a Personal Customer Reference which will be

sent to customers for them to pass on. Alternatively, at the customer's request, we can send it direct to the third party. The charge for this is £20, which is clearly indicated on the reference application form. For students and recent graduates, this charge will be waived in respect of property rental references. Where we feel unable to provide a good reference, we will tell our customer, and no charge will be made.

Obviously, this new system requires more work: our responses will be more specific and will not rely on formulaic coded phrases. Having investigated the client's banking relationship with us, we will be able to give a full and considered reply. We are sorry that Mr Lee feels this has inconvenienced his business, but we are confident that we are ensuring greater protection for our personal customers.

Yours faithfully,
PHIL NUNNERLEY,
Assistant General Manager (Retail Banking),
Lloyds Bank,
PO Box 112,
Canons Way, Bristol.

Anomaly or equity?

From Mr Lionel Hoare

Sir, Labour's economic advisers, John Eatwell and Karen Gardiner, state (Business News, March 31) that the removal of the upper earnings limit on National Insurance contributions eliminates a large anomaly, namely that the contributions are not related to ability to pay. Since when, I wonder, has an insurance premium been related to ability to pay? Is it too much to ask of a government which

levies a compulsory insurance payment that it ensures equality between contributors? Or is the Labour party hinting at a possible solution to the beleaguered situation of the composite insurance companies and the Lloyd's market?

Yours faithfully,
LIONEL HOARE,
31 Earl's Court Square,
SW5.

Letters to the Business and Finance section can be sent by fax on 071-782 5112.

BUSINESS LETTERS

Lloyd's needs no enquiry

From G. N. M. Mellersh

Sir, Your leader (Business News, March 30) is right to question whether Lloyd's needs yet another enquiry, which is what the Labour party promise if it come to power. What needs to be done is what is being done — speedy action to implement the recommendations of David Rowland's Task Force. It is in everyone's interest that Council proceeds as rapidly as possible.

The last thing that Council should do is to allow itself to be sidetracked by your cry for a definition of what status a Name has. We know what our status is — we are sole traders engaged in annual ventures with other Names, with management delegated to managing agents and their underwriters. It is entirely sterile to try and make out that some of the proposed reforms — the right to dismiss managing agents or to veto certain transactions are quoted — makes us "partner proprietors", as opposed to shareholders. It is particularly bizarre to try and make this distinction as shareholders do, of course, have the power to dismiss boards of directors and have to be consulted over major decisions such as significant asset disposals.

The critical question is, in fact, how best to restore confidence in a unique institution that is central to London's role as financial capital of the world. Speedy implementation of the proposed reforms will help, but much more important is the return to profitability that we are now beginning to see take place.

Yours faithfully,
G. N. M. MELLERSH,
47 Quarrendon Street, SW6.

DTI has crucial industrial role

From Mr Joe Magee

Sir, The Institute of Directors could not be more mistaken ("Directors call for a market department to replace DTI", Business News, March 3). Far from getting rid of the Department of Trade and Industry, the country needs a strengthened and rejuvenated DTI if we are to seriously tackle the enormous problems of rebuilding the British economy. This is the case we make in a policy document, *Industrial Strength in the 90s*, released by trade unions who work in DTI and, curiously, not reported in your newspaper.

It appears the IoD thinks our problems can be sorted out by government setting a framework "for markets to operate freely and for individuals to realise their full potential". The trouble is, members of IoD have a powerful role but they seem to be living on a different planet from the rest of us. Where is the basis of reality in their vision? Manufacturing industry has been run down and the services industry is failing to deliver, so what is left for the market to do?

It is precisely because the DTI has been forced to abandon direct investment in industry to market policies and successive ministers have failed to realise the importance of innovation in manufacturing that the UK is now

hopelessly behind its main competitors. DTI has suffered greater cuts in the last 13 years than any of the main government departments — in cash terms, as much as £300 million by this financial year. A sensible economic policy for the future will put DTI in a key role as a national agency with a strategic overview of sectoral interests and regional needs.

Above all, it will build on the enormous talents and resources of its own staff in the DTI research laboratories, the scientific community generally and the potential for fruitful partnerships with industry through a robust programme of industrial R&D.

Our policy places DTI in the context of a national science and technology strategy, working to identify key British fields of scientific investigation and helping government agencies to meet the challenges of the Single Market. Accompanied by changes in the fiscal regime and accounting standards, meaningful support from DTI will be a lever to encourage industry to invest again.

UK industry needs help, not slogans about self-help. And the UK economy cannot do without industry.

Yours faithfully,
JOE MAGEE,
Institution of Professionals,
Managers and Specialists,
75-79 York Road, SE1.

Company failures

From W. M. Reid

Sir, Your headline "UK business failures soar to 1,200 a week" (Business News, March 30) is alarming in that the rate of increase in failures now exceeds the growth of new businesses established. It was reported in 1991

that there were 400,000 more UK businesses in 1990 than in 1979, I make the aggregate of Dun and Bradstreet's failures 1980-1991 to be less than a quarter million. Still up, therefore, on the right side.

Yours faithfully,
W. M. REID,
36 St Peter's Square, W6.

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Title

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ON FINANCIAL PLANNING

John, is it?

'Vampires of the recession' working for a better image

Tim Olsen examines various ways of reducing the excessive costs of big corporate failures which have led to much recent criticism of accountants

Why do some high profile insolvencies generate such big fees for professionals? After the latest round of huge corporate failures, this is being asked with increasing frequency.

The whole insolvency process could be quicker and cheaper if lenders and borrowers paid closer attention to the canons of good lending and business practice and if current legislation were improved. Other problems that influence costs are the complexity of cross-border work and the court-driven nature of large corporate failures. But unless all these matters are addressed, professionals will continue to be branded vampires of the recession.

Before giving more detailed solutions, it is helpful to examine the existing insolvency procedures more closely. Only by understanding the reasons can remedies be sought.

For example, take cross-border work: when corporations dip their toes into different jurisdictions, or structure themselves into a family tree resembling that of the Medici, unravelling the complications will obviously be expensive. In Maxwell Communication Corporation, UK administration came up against chapter 11 in America — that leaves an American company free from creditor pressure.

International insolvency procedures should be harmonised and simplified to avoid such complications. Relatively little progress has been made so far, although an EC draft directive is in being. Realistically, cultural and conceptual differences between countries are going to hinder this harmonisation process unless firm initiatives are taken. Without clear guidelines, lawyers and national courts are left to grapple with cross-border issues as best they can.

Many recent insolvencies have come to the High Court, where the cost of proceedings has added a new dimension of expense to large insolvencies such as Parkfield, Polly Peck and British & Commonwealth. These all involved the administration process introduced by the Insolvency Act 1986.

This provides a moratorium, akin to chapter 11, allowing time to formulate proposals to save the company and/or its assets. The beginning and ending of administration are both initiated by application to the court; in between, it may be necessary for those running the scheme to return to the court for directions on difficult or novel points. This all adds to the costs but, in time, such applications should become

fewer as the law is clarified. Provisional liquidation, which started the BCCI insolvency and features in the Maxwell saga, is another insolvency procedure invoked to safeguard a company's assets before deciding whether to go into formal liquidation. Provisional liquidators and court receivers, who may be appointed over companies and partnerships, are officers of the court. Their powers are set out in the court order appointing them and are limited in a quite different way from those of, say, receivers put in by banks seeking to realise their security.

The upshot is that there are likely to be frequent references back to court to clarify or extend powers. Court hearings will also be necessary if the appointment of a provisional liquidator or court receiver is disputed and here lies the dilemma: applications to unseat the appointees are costly in time and money — yet should directors or shareholders be denied their opportunity to oppose the proceedings, even if it may be at the expense of the general body of unsecured creditors?

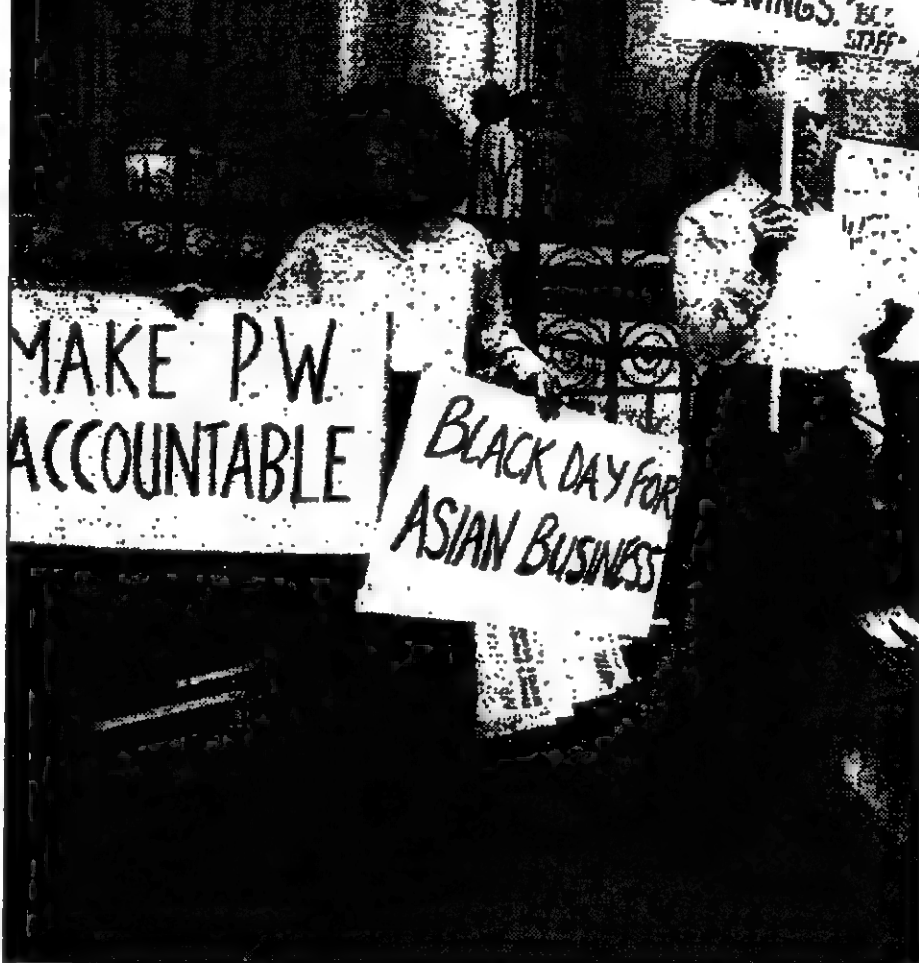
In addition, the accountants who take on the job must satisfy the court they have no prior involvement with the company that might subsequently give rise to conflict. Knowledge of the company can only be acquired in time and/or by commitment of a large staff. Moreover, the affairs of a company on the verge of collapse will inevitably be in some disarray. Again, this contrasts with the position of a bank or debenture holder's receiver who may have had the opportunity to monitor or investigate his lender's customer before he is called in. There is no alternative. An accountant who is also the auditor could hardly perform such a role.

Insolvency practitioners have a degree of autonomy and it may be difficult to judge whether fees have been properly incurred

what happens if the conduct of the auditor prior to insolvency needs scrutiny?

The pressures on the legal system can also contribute to the cost of court-driven insolvencies. While quality of judgment is generally high, the framework in which it operates has imperfections. For example, an insolvency practitioner may return to court to face a different judge from the one who knew the facts and made the original order.

An experienced litigation lawyer may exploit these imperfections. Evidence filed at the last minute may be incapable of being answered in the time because of the need to research the facts and swear an affidavit in reply. This may mean everyone has to turn up



Under fire: victims of the BCCI crash vent their spleen on the professionals

for a wasted court attendance with the hearing stood over.

The expense and the sheer frustration caused by such procedures have led to calls for reform, in order to improve the lot of the ordinary creditor. For example, one of the recommendations of the 1982 Cork Report, which led to the Insolvency Act 1986, was the creation of specialist insolvency courts. These could hasten the growth of specialist knowledge among the judiciary and lawyers

offer a great improvement. Another recommendation of the Cork Report was for a special pot of money preserved exclusively for unsecured creditors from assets subject to a floating charge, but this was not implemented. Therefore, existing legislation offers no guaranteed return if holders of mortgages and the professionals gobble up assets.

Some commentators feel the insolvency process would be demystified if professionals were required to give a

more detailed disclosure of costs and work done. Insolvency practitioners have a degree of autonomy and it may be difficult for creditors to judge whether fees have been properly incurred. But there are safeguards in committee approval for such fees. It is also worth pointing out the DTI and other authorised bodies are not going to issue licences to insolvency practitioners who abuse the system. Institutions are not going to instruct professionals who act unfairly and insolvency practitioners' fees may go before a court for approval.

In the City, recognition of need for reform will take time. Much pressure for change is from insolvency practitioners, but steps need- ing political support may founder while politicians seek more vote-catching issues. Although it may be too late to save those caught up in current insolvencies, some of the answers may lie with the way clients and professionals interact when all seems rosy. There also needs to be clear communication between professionals and clients. The law grows more complex and no one professional can straddle several fields, so legal or accountancy teams have grown. Documentation has lengthened correspondingly but the ten-page indemnity of today is not necessarily a superior document to the one-page version produced last time recession struck, so, unless a client receives clear explanations, he may wonder whether his lawyers are protecting him against claims, or merely themselves.

The author is a licensed insolvency practitioner and a partner of City solicitor Lovell White Durrant.

Reform is in the air, whoever wins

FOR the accountancy profession the last two years have seen an unprecedented amount of political activity at a national level. And next week's general election is likely to be the first ever to pre-empt serious change in the profession.

In the past, the profession tended to take politicians' concerns with more than a pinch of salt. The comfortable grouping of institutes and associations knew that even if a corporate affairs spokesman or minister felt that change was necessary an incoming government would always find reform of the accountancy profession so far down the legislative priorities that any threats would be likely to become no more than pigeon-holed promises.

This time it is different. Recession forces corporate collapses. These create blame. Blame sticks to auditors and not, as the history of Robert Maxwell demonstrates, to company directors. And after all, the express purpose of auditors is to be independent watchdogs.

So the incoming government will have to be seen to be doing more to prevent corporate scandals. They are never going to root out wrong-doing. As one prominent City regulator said wearily to me recently: "Moses brought down the tablets which said 'Thou shalt not steal' thousands of years ago, but it doesn't seem to have altered corporate culture much."

But the constant updating and strengthening of the laws and regulations designed to thwart crooks is now a serious political priority.

The difference this time is that the arrival on the scene of Marjorie Mowlem, the Labour party's City spokeswoman, has changed the complacency of the large audit firms. For two-and-a-half years she has been arriving on their doorsteps, "effing and blinding" when it was necessary to attract their attention, and then charming them with sweet reason and sheer energy.

Shortly after Mowlem's mission began Austin Mitchell, a cheery and gregarious Labour backbencher, embarked on a crusade to banter the profession as much as he could.

With bright banners of generalisations flying, he has ridden off towards the City with a retinue of accounting academics and polytechnic lecturers running along in his wake trying to keep him provided with the detail to back up his cause.

This has resulted in what has appeared to be a two-pronged assault from the Labour party with Mowlem appearing as Ms Nice and Mitchell as Mr Nasty. Mowlem arguing that rational reforms are essential, Mitchell taking the line that the profession is

nothing more than a rich and chummy elite covering up for its friends and filling its pockets with loot.

In reality Mowlem and Mitchell each feel that the other is getting in their way and so weakening the message. And as a result they loathe each other. This is unfortunate because the underlying message of reform is now broadly supported by the most powerful voices in the profession. For example John Roques, the senior partner at Touche Ross, in an interview in *Accountancy Age* last week said that he agreed totally with Marjorie Mowlem's policies.

But he also went on to say that whichever party won the election would want to reform the profession along roughly similar lines. This is true. John Redwood, the outgoing corporate affairs minister, has shown an understanding of the profession considerably better than any of his recent predecessors. He has encouraged its strengths and been tough on its weaknesses.

What the differences in policy really come down to is the timetable for reform and speed of action. Under the Redwood model the current reforms, like the independent financial reporting bodies, would be allowed to bed down and then be reassessed.

The Mowlem model would set up reviews on fraud detection, the extension of auditor liability, independence of auditors and removing responsibility for auditor regulation from the institutes. The Mitchell model would immediately remove any form of self-regulation.

The differences of approach have more to do with the speed of implementation and how far the profession should be allowed some input than in the reforms' actual content.

In a sense we have been here before. Under the last Labour administration the then-trade minister, Edmund Dell, hauled the profession in after a series of corporate scandals and gave them six weeks to come up with steps to create a proper disciplinary system.

This resulted in what is now known as the joint disciplinary scheme. It is ironic that this scheme, which the Labour government had effectively imposed, has been Austin Mitchell's main target.

But reform is inevitable and is now, at senior levels, being welcomed. The twin assaults of Mowlem's policies and the recession have convinced the profession of that. The sadness is that it did not think of it itself.

●The author is the Associate Editor of *Accountancy Age*.



AUDIT
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Company reports pay lip service to green audits

By JON ASHWORTH

FEW companies take environmental issues seriously when preparing their financial report and accounts, and those that do often just throw in token figures to satisfy their critics. So says *Financial Reporting*, the bible of Britain's finance directors, which has just been published.

The guide, in its 23rd year, has been compiled by Len Skerratt, professor of accounting and finance at Manchester University, and David Tonkin, managing director of Company Reporting.

It considers how companies prepare their financial statements and has strong words on the apparent lack of concern about environmental issues. There is a growing awareness of a need to comment on environmental issues in annual reports and signs that companies are adopting some form of environmental policy, including the use of green audits.

However, any environmental disclosures that find their way into print tend to be of "very limited use" to anyone trying to assess a company's attitude to the environment. In many cases, companies are just using environmental dis-



Lawson: judgment

closures in the annual report as a public relations exercise. Exceptions include British Airways and Norsk Hydro (UK), recent environmental reporting award winners. However, until an environmental audit is required by law, most British companies are unlikely to pay more than lip service to green issues.

The use of profit forecasts comes in for considerable debate. While the Financial Services Act (1986) outlaws fraudulent or reckless forecasts, they can often be misleading. The guide considers

the case of Skelchey, the dry-cleaning group, which issued a profit forecast while fighting a hostile £135 million bid from Godfrey Davis in 1990.

In its defence document, Skelchey forecast pre-tax profits of £6 million for the year to the end of March 1990. Godfrey Davis later withdrew its offer and when Compass Group stepped in with a rival bid, Skelchey repeated its profit forecast. Compass was unsuccessful.

When Skelchey unveiled its results in June, the anticipated £6 million profit had become a pre-tax loss of £2 million for the year, and an overall deterioration of £8.1 million after tax and extraordinary items. The reason given by Skelchey for the sharp discrepancy was that the previous management had taken an over-optimistic view of the carrying value of certain fixed assets, stocks and debtors.

Roger Lawson, chairman of the accountancy business group, said it is up to companies to disclose exactly what they are doing when they make profit forecasts.

He says it is up to the Accounting Standards Board to develop a framework for such forecasts, which depends less on a profit figure taken in isolation and more on disclosures that will help investors gain a feel for all the relevant factors.

Companies with multiple stock market listings are making good progress towards harmonising their accounting practices and financial reporting. There is a public relations value to this in that large multinationals want to be seen to meet the highest international standards.

Companies are also responding to the needs of shareholders in different countries who prefer to be able to compare like with like. The presence of various European Community directives has helped within Europe.

Surprisingly few accounts contain any useful information about how revenue and profit are measured or recognised and much needs to be done to improve this, *Financial Reporting* says.

Budget VAT concessions still leave anomalies

By GRAHAM SEARJEANT
FINANCIAL EDITOR

THE campaign against Norman Lamont's initial decision to recoup delayed VAT revenue on European Community imports by forcing big firms to pay VAT monthly instead of quarterly does not seem to have been assuaged by the concessions made in the Chancellor's Budget.

Under the revised proposals, companies with annual VAT liabilities of more than £2 million will not be obliged to make monthly returns, the subject of much grumbling about administrative burdens. They will, however, still have to make monthly payments on account from October, based on their VAT returns for the previous annual reference period.

The Treasury calculates the revised method, apart from saving administration, will cost the big payers about £200 million less in working capital as payments will be based on old returns. But tax accountants say the new method will create new difficulties and anomalies.

The clearest victims could be companies with seasonal businesses. The tax group of the Chartered Institute of Management Accountants (CIMA) argues that the use of the previous average of the earlier year to calculate monthly payments on account will be

particularly bad for confectionery firms, as well as seasonal trades such as fireworks and greetings cards, if producers are big enough to fall into the net.

Depending on the season, they could be paying too much in advance. CIMA says this distortion could be eased if monthly payments were no more than a third of the previous VAT payments in that

quarter of the year. CIMA thinks the rules could also be unfair for companies leaving the control of big groups or where a company's business falls drastically — for instance, due to the recession.

Richard Watson of Price Waterhouse says seasonal traders hit by the new arrangements could even find it worthwhile to volunteer to make monthly VAT returns

so they would pay tax only on the actual figures. But this would increase the risk of penalties if mistakes are made in switching from quarterly to monthly returns.

Mr Watson says companies whose VAT reference year has not yet expired could take measures to minimise their first-year liabilities if they move fast. This could involve advancing

spending in Britain that can be set against VAT. Ironically, liabilities in the reference year might also be reduced by accelerating imports from non-EC countries, he argues.

As a caution, Mr Watson says Customs and Excise will have discretionary powers to force companies to make full monthly VAT returns if they are not satisfied with speed and regularity of payments.

Morris' men

THERE was a time when no self-respecting gentlemen's club would even consider the prospect of women members.

Now, the Institute of Chartered Accountants — a gentlemen's club of sorts — has bowed to the inevitable and appointed a woman to its senior management team for the first time. Hilary Morris, director of finance and services at Accountancy Business Group, the division which publishes *Accountancy* magazine, takes over as director of district societies and boards on July 1. She succeeds Peter Gilbert who is retiring. Morris, aged 43, who spent eight years in a practice in Preston, Lancashire after doing her articles,

began her association with the ICA purely by chance. "I contacted them for advice and ended up working for them," she said. She will be answering to virtually the entire 98,000 strong membership of the ICA when she takes office. "More and more women are working their way up through the ranks of business, and I would like to set a lead for others to follow."

Study studied

AN UPRISING appears imminent among accountancy trainees who are demanding an independent watchdog to review complaints about the way examinations are conducted and marked. Few graduates who have had to suffer the horrors of accountancy exams will be surprised to learn that 94 per cent of trainees polled in a recent

ANY OTHER BUSINESS

survey called on the professional bodies to create a student ombudsman. Clearly delighted with the opportunity to have a good moan, 55 per cent of trainees surveyed by PASS magazine said exam



syllabuses are too long and nearly half admitted to "question spotting" to save time. Students spend an average of 13.4 hours a week ploughing through manuals and textbooks — only an accountant would round the figure off to the decimal place — but the time devoted to studying swung wildly from a shameful four hours a week to a saintly 40 hours. Management accounting students worked the hardest and public finance trainees did the least. Shame on them.

Bracing stuff

EASTBOURNE, Sussex, has been picked for the accountancy world's equivalent of the Oscars: the annual confer-

ence of the Institute of Chartered Accountants in England and Wales. The south coast resort may lack the symbolism of Brussels, where the ICA held its conference two years ago, or even the flavour of Jersey, last year's choice, let alone the razzmatazz of Hollywood. Something nearer home seems more appropriate in these sober times and the "big" names will be out in force. You cannot get much bigger than Mick Newmarch, chief executive of the Pru, who will be among guests at the Grand Hotel from June 25-27 to deliver an institutional investor's perspective. Ian Plaistowe, who becomes ICA president on June 3, will deliver the opening speech and Brandon Gough, chairman of Coopers & Lybrand Deloitte, is due to give his views on corporate governance and the audit. Graham

Corbett, Eurorunnet's head of finance and administration, will talk about the role of directors — always topical.

Try harder

STOY Hayward gave a subdued launch for its ninth annual guide to venture capital. A mere press release was deemed sufficient this year, with a few words from Dermot Mathias, Stoy's corporate finance partner. Perhaps to live things up, he gives a mock school report in his introduction: "A disappointing year, marked by lack of effort and a failure to realise his/her true potential; nevertheless the real test of character will come next year when this pupil must take advantage of the opportunities available..." Hopefully he means venture capital.

JON ASHWORTH

All Blacks' World Cup captain left out

Western Samoans gain places in New Zealand trials

BY DAVID HANDS, RUGBY CORRESPONDENT

THE selection in New Zealand's trial teams of three members of the Western Samoan XV which reached the quarter-finals of the World Cup last October adds point to Welsh pressure for the existing international eligibility procedure to be better defined.

Timo Tagaloa, Frank Bunce and Steven Boshop, all of whom played in the Samoan back division which so enhanced the tournament last autumn, were named yesterday in the teams which will play two trial games in Napier on April 9, prior to the selection of a New Zealand XV v The Rest to play three days later. After that game, New Zealand's squad to play three centenary matches against a World XV will be chosen.

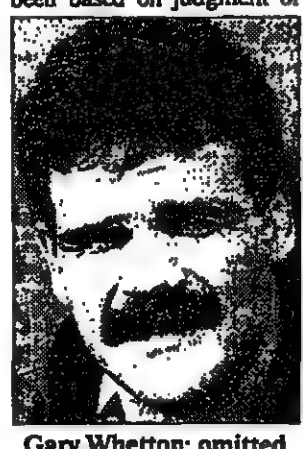
Although there has been criticism of players born in one country subsequently playing for another — the most extreme example of which was probably Brian Smith's qualification at stand-off half for Ireland after appearing for Australia — it seems ridiculous that players can appear in a successful international XV in October and, six months later, can qualify for another country.

Denis Evans, secretary of the Welsh Rugby Union who, to their credit, demand a strict playing qualification of five years' residence if there is no lineage involved, describes it as a "stupid situation". The Welsh representatives at this

month's annual meeting of the International Rugby Football Board (IRFB) will press for international eligibility to be sorted out properly. Indeed, Keith Rowlands, the secretary of the IRFB, has proposed a resolution on eligibility to the board's policy committee.

The other intriguing feature of the four trial teams is that none of them include Gary Whetton, who captained New Zealand to third place in the World Cup and has played lock for his country on 58 occasions. Of the World Cup squad, there is no place for Whetton, his twin brother, Alan, Andy Earl or Zinzan Brooke.

"It's not a bad thing to replace experience with speed and enthusiasm," Laurie Mains, the new All Blacks coach from Otago, said. "Selection of the trial teams has been based on judgment of



Gary Whetton: omitted

form and fitness." That comment is pointed enough, and even more so when coupled with the likelihood of Mike Brewer, the Otago No. 8, captaining New Zealand this year.

"Obviously not getting a trial is very perplexing," Gary Whetton, aged 32, said. "It's hard not to be ranked among the top locks in the country. If that was the case I wonder why the selectors had not talked to me about it."

The argument could be advanced that the selectors already know the capabilities of the omitted quartet, were it not for the presence in the trials of such contemporaries as Grant Fox, Steve McDowall and Sean Fitzpatrick. There is also a place for John Kirwan, the wing who threatened not to make himself available if John Hart, his coach for many years at Auckland, was omitted from the selection panel — which proved to be the case.

Eric Rush, the Auckland flanker who so distinguished himself in games for the Barbarians during their centenary season, wins a place in the trials, but on the right wing.

New Zealand's international programme this season includes not only the centenary games on April 18, 22 and 25 but two internationals with Ireland, three in Australia and one in South Africa, while many of those appearing in the trials are likely to play against the touring England B team in June and July.

Cornwall rely on same side

CORNWALL, the ADT county champions, will field an unchanged XV in this season's final against Lancashire at Twickenham on April 18 (David Hands writes). The team that beat Yorkshire 22-3 in the semi-finals last month is retained en bloc, which means no place for Graham Dawe, the Bath and England hooker, who played in the winning team a year ago.

Dawe was due to captain Cornwall last month but withdrew because of Bath's league commitments that day. He told the selectors he did not believe it appropriate to be considered for the final, in fairness to the XV that played against Yorkshire, at Redruth, so Brian Andrews, the experienced Redruth hooker will play.

More than 20,000 tickets for the final have been sold in the last week alone and the Cornwall ticket office has been inundated with requests.

CORNWALL: K Thomas (Redruth), A Head (Redruth), G Luby (Crest), M Dean (Crest), D Weeks (Crest), W Peters (Crest), R Nance (Redruth), M St Andrew, R Kestel (Redruth), A Reid (Bath), A Cook (Redruth), G Williams (Redruth), J Adams (Redruth), A Black (Penryn), J Courtney (Penryn), J Morris (Redruth).

Sky coverage for national sevens

BY DAVID HANDS

ENGLAND'S Senior Clubs Association (SCA), which has been casting round for opportunities to promote the game via television outside the limitations of the present BBC contract, has reached an agreement with Sky Sports to show the finals of the Worthington National Sevens at Bath on April 26.

Neil Hannah, chairman of the SCA, described the deal as an historic breakthrough, giving clubs the opportunity to increase interest in the game. "We are interested in developing our new relationship with Sky Sports into next season," Hannah said. The station is due to put out a programme in August debating the merits of seven-a-side and ten-a-side matches.

Hitherto the leading clubs have looked mainly at the possibility of regionalisation, which the independent television companies offer, and have considered midweek floodlit rugby. However, the fourth national sevens tournament offers a showcase for the 12 clubs who come through the divisional qualifying rounds to be played on Sunday at Orrell and Morley in the north and Exeter in the south-west, at Harlequins on April 12 (London) and

Northampton on April 14 (Midlands).

Bath, winners last year, will enter the Exeter tournament as guests since they are seeded direct to the finals. The televised highlights of the finals will go out the same evening and will include coverage of the ten-a-side match scheduled to be played between the semi-finals and the final, featuring teams led by Wayne Shelford and Scott Hastings.

Several internationals have agreed to play in the ten-a-side match, including Sean Lineen, Craig Chalmers and John Oliver. "It's very fast and allows a wonderfully exciting style of play," Hastings said.

SEVENS QUALIFYING TOURNAMENTS: At Morley: Pool A: Hastings, Morley, Oby (West Hartlepool) and West Hartlepool; Pool B: Newcastle, Gosforth, Runcorn, Sheffield, Wakefield; At Orrell: Pool A: Broughton, Farnham, Sale; Pool B: Farnham, Liverpool, St Helens; At Morley: Pool A: Bristol, Clifton, Plymouth Albion, Redruth; Pool B: Gloucester, Exeter, Bath, Exeter; At Harlequins: Pool A: Blackheath, Wasps, London Irish, Harlequins; Pool B: London Irish, Harlequins; At Northampton: Pool A: Bedford, Moseley, Northampton; Pool B: Coventry, Leicester, Northampton, Northampton.

At the Neath play fished by Bridgend magistrates on Tuesday was Paul Jones, not Mark Jones, as reported yesterday.

MOTOR RALLYING

Sainz claims share of championship lead

Nairobi Carlos Sainz, of Spain, overcame a broken gearbox to win the 4,336-kilometre Kenya Safari rally yesterday and move level with his Finnish rival, Juha Kankkunen, at the top of the drivers' championship rankings. Sainz, aged 30, driving a Toyota Celica, had an accumulated penalty time of 2hr 35min, 52min ahead of Kankkunen, the world champion.

Sainz said the gear-box had broken halfway through the final 315-kilometre leg from Aberdare, at the foot of Mount Kenya, to Nairobi. It was replaced after a five-minute delay, but, later, he had to rectify the rear tie-rod

because of worn joints. "People were hugging and kissing each other as my car powered its way to the finish as they joined me in an early celebration," Sainz said. "This was tremendous support." He added that the rally, which he now considers one of his favourites, had been fast and tough because of dusty and rocky roads at the end of the dry season.

Kankkunen, who won the event last year, said he was also pleased with his performance for Lancia. "It fits in with my plans of recapturing my world title," he said. However, the Lancia repeatedly suffered rear suspension problems which the team believes could have cost it victory.

RESULTS (times represent accumulated penalties): 1 C Sainz (Sci Toyota), 2 J Kankkunen (Lancia), 3 J Kankkunen (Lancia), 4 J Kankkunen (Lancia), 5 J Kankkunen (Lancia), 6 J Kankkunen (Lancia), 7 J Kankkunen (Lancia), 8 J Kankkunen (Lancia), 9 J Kankkunen (Lancia), 10 J Kankkunen (Lancia), 11 J Kankkunen (Lancia), 12 J Kankkunen (Lancia), 13 J Kankkunen (Lancia), 14 J Kankkunen (Lancia), 15 J Kankkunen (Lancia), 16 J Kankkunen (Lancia), 17 J Kankkunen (Lancia), 18 J Kankkunen (Lancia), 19 J Kankkunen (Lancia), 20 J Kankkunen (Lancia), 21 J Kankkunen (Lancia), 22 J Kankkunen (Lancia), 23 J Kankkunen (Lancia), 24 J Kankkunen (Lancia), 25 J Kankkunen (Lancia), 26 J Kankkunen (Lancia), 27 J Kankkunen (Lancia), 28 J Kankkunen (Lancia), 29 J Kankkunen (Lancia), 30 J Kankkunen (Lancia), 31 J Kankkunen (Lancia), 32 J Kankkunen (Lancia), 33 J Kankkunen (Lancia), 34 J Kankkunen (Lancia), 35 J Kankkunen (Lancia), 36 J Kankkunen (Lancia), 37 J Kankkunen (Lancia), 38 J Kankkunen (Lancia), 39 J 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Cricket is continuing to lower the barriers



Bacher: architect

SOUTH Africa's cricketers leave tomorrow on an historic trip to the West Indies, where they will play the first Test between the two countries in Barbados starting on April 18. Cricket is proving that the constitutional revolution of this nation need not be written in blood.

On their way to Australia for the World Cup, the South Africans stopped off in Zimbabwe. An African National Congress (ANC) official, called for 27 years, called on them in Harare. As he spoke to them, in what was part pep talk, part good wishes, the players gazed at him in open disbelief.

Here was a black man, driven from his country by suffocating prejudice, asking a white team to play well for him. What this game, and sport in general, is doing for the country is beyond the scope of any politician, priest or philosopher.

South Africa in four Tests in 1969-70, has been the main architect of the development programme of the United Cricket Board. It was Bacher who insisted on the weary players that they must ride through Johannesburg, on their return, for a ticker-tape welcome. In an overwhelmingly black populated city, 100,000 lined the streets.

"It was essential," Bacher reflects, "that we had the population out on the streets cheering a South African team. At the Wanderers Club, during the World Cup, black employees would come up to me and say 'Hey man, isn't our team doing well?'"

There are many visionaries, white and black, seeking to achieve a bloodless revolution. A few years ago, many whites wanted Bacher dismissed: now they acclaim his perseverance and courage. When he addressed the crowd,

predominantly white, gathered to welcome the returning team at Jan Smuts airport, Bacher paid tribute to the conciliatory negotiations of Steve Tshwete. The black intermediary from the ANC received an ovation.

Yet this is a man who, politically detained on Robben Island, spent nine months in solitary confinement for leading prisoners' protests in 1981. Locked in what he calls "a coffin" for all but two periods of 15 minutes a day, Tshwete talked aloud to himself to retain his sanity. It has been his undemonstrative logic that has guided the ANC's transformation of sporting relations with the whites, and with the rest of black Africa. It was he who sat beside Nelson Mandela, across the table from the visiting International

Olympic Committee (IOC) delegation this week, to help dovetail international relations for the Games in Barcelona.

"I met Steve in 1990 at the East London township of Mdantsane," Bacher recalls, "and a few months later he agreed to speak to the United Cricket Board. During discussions lasting all day, he convinced 50 white administrators that the blacks didn't intend a takeover. I have tremendous respect for him, for his lack of bitterness. Addressing the Caribbean high commissioners in London, it was Steve who said that the United Board was an embryo that needed international support. If we had Mugabe here, instead of Mandela and Tshwete, our cricket would never be where it is now."

What has inspired the team, Bacher reflects, is the knowledge that the majority of the country is now supporting them. "In the past, if Bobby Simpson [of Australia] scored a century or the Lions or All Blacks scored a try, the black population here rejoiced," Bacher recalls. "Yet it's going to take years, maybe decades, to make sure that we are providing equal opportunity. Our top players must keep their eye on this perspective. Facilities are still non-existent in the townships."

Bacher dismisses out of hand the fuss about attempted abolition by the blacks of the Springbok sporting symbol. What is more important, he asks: playing West Indies, or keeping the Springbok emblem? If people would ease off, he suggests, the symbol might eventually find favour again. The position of rugby, he considers, is defensible: the only coaching assistance has been to coloureds,

nothing to the black townships. The conversion of the forthcoming tour has been the television agreement, handled by the International Management Group, to bear live pictures of the Barbados Test, starting at late afternoon prime time. "The black population will be able to watch Ambrose and Richardson up against our boys, and it will be an inspiration both ways," Bacher says. Conrad Hunte, the former West Indies Test player, has been coaching here in the township. "Fantastic," Bacher reflects with satisfaction.

The arrival of official Test cricket once again means that South Africa can now start to generate its own money to back the 3 million rand per annum development programme, hitherto supported by sponsors. The under-19 team is departing tomorrow, with 11 non-whites out of 15, is testimony to the programme's success.

Tour has enhanced Morris's reputation

England batsmen failed to solve a familiar problem

FROM RICHARD STREETON IN BRIDGETOWN, BARBADOS

ON SEVERAL counts the England A tour that ended here yesterday was more exacting than those to Zimbabwe and Sri Lanka the previous two winters. More formidable opposition was predictable but other factors also contributed to what was six weeks of harsh education for mostly young, developing players.

Among them were endless injuries, a poorly planned itinerary and less than satisfactory pitches. A low-scoring unofficial Test series was lost 2-0 and, hard though the side fought, few players had cause to be content with their performance.

The relentless pressure imposed by high calibre fast bowling was mainly responsible and brought a microcosm of the ordeal suffered by visiting full Test teams from around the world for two decades.

Any tangible benefit for the English game, therefore, has to be sought from what on paper was a disappointing record. It must be hoped that the reward will come in the years ahead in terms of characters strengthened and experience gained.

A six-week tour was about a fortnight shorter than it should have been if everyone

was to have equal opportunities to prove themselves. A longer tour would have allowed a three-day game to be played between Test matches. This tour finished with three consecutive Tests, which was far from ideal.

Those whom it was hoped would offer most became the most serious casualties and took little or no part. For Malcolm and Pick, the intended riposte to Caribbean pace, to be injured for long periods was a bitter blow. Moxon, the original captain, and Hussain, another batsman expected to prove a stabilising influence, were also deprived of the chance to boost their international claim.

Fortunately Morris rose splendidly to the challenge of replacing Moxon as captain. Morris visibly matured as the tour progressed and he consistently made runs. Ramprakash still did not quite achieve the breakthrough he required to establish his obvious credentials beyond argument but he came that much closer to doing so.

Johnson was the tour's most rewarding discovery. Given that A tours are directed at finding potential Test players, Johnson knocked harder at the door than any-

one else. Johnson, a bustling, back-foot player and fine fieldsman, tended to get out when he looked set — just as Bicknell and Thorpe did. Johnson, though, did enough with three consecutive Tests, which was far from ideal.

Those whom it was hoped would offer most became the most serious casualties and took little or no part. For Malcolm and Pick, the intended riposte to Caribbean pace, to be injured for long periods was a bitter blow. Moxon, the original captain, and Hussain, another batsman expected to prove a stabilising influence, were also deprived of the chance to boost their international claim.

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Bjorn again: Borg, aged 35, shows in Houston that he can still do it with his eyes closed

Borg has fun in latest comeback

BY OUR SPORTS STAFF

Houston, Texas: Bjorn Borg, making another comeback at the age of 35, beat Peter Svensson, also of Sweden, 6-2, 6-7, 6-3, at the River Oaks International tournament here.

"I was pretty satisfied," Borg said after playing his first match since nearly a year ago, when he lost in the first round at Monte Carlo.

Borg served for the match twice in the second set but lost both games and eventually dropped the set in a tie-break. "I'm still not 100 per cent confident," he said. "I need to play more matches."

The crowd of 3,400 cheered politely for Svensson's winners but roared for Borg as he showed flashes of the player he was over a decade ago, when he won five successive Wimbledon titles before retiring at the age of 26.

"It's fun again," Borg said.

"I know I'm not going to play the same tennis as when I was No. 1 in the world. Even if I would have lost the match, I would look forward to the next tournament. I know I can still play better tennis. I wish I could play tennis the way I do in practice."

"He's really fast," Svensson, aged 17, said. "Some shots I couldn't believe he got back. He is in unbelievably good shape."

Borg said he did not plan to enter any grand slam tournaments this year, but would consider it next year. "Six months from now, I'll see where I am," he said.

RESULTS: First round (US unless stated): A. M. Borg (Swe) 6-2, 6-7, 6-3, P. Svensson (Swe); B. Borg (Swe) 6-2, 6-7, 6-3, J. McEnroe (USA); C. Borg (Swe) 6-2, 6-7, 6-3, J. McEnroe (USA); D. Borg (Swe) 6-2, 6-7, 6-3, J. McEnroe (USA); E. Borg (Swe) 6-2, 6-7, 6-3, J. McEnroe (USA); F. Borg (Swe) 6-2, 6-7, 6-3, J. McEnroe (USA); G. Borg (Swe) 6-2, 6-7, 6-3, J. McEnroe (USA); H. Borg (Swe) 6-2, 6-7, 6-3, J. McEnroe (USA); I. Borg (Swe) 6-2, 6-7, 6-3, J. McEnroe (USA); J. Borg (Swe) 6-2, 6-7, 6-3, J. McEnroe (USA); K. Borg (Swe) 6-2, 6-7, 6-3, J. McEnroe (USA); L. Borg (Swe) 6-2, 6-7, 6-3, J. McEnroe (USA); M. Borg (Swe) 6-2, 6-7, 6-3, J. McEnroe (USA); N. Borg (Swe) 6-2, 6-7, 6-3, J. McEnroe (USA); O. Borg (Swe) 6-2, 6-7, 6-3, J. McEnroe (USA); P. Borg (Swe) 6-2, 6-7, 6-3, J. McEnroe (USA); Q. Borg (Swe) 6-2, 6-7, 6-3, J. McEnroe (USA); R. Borg (Swe) 6-2, 6-7, 6-3, J. McEnroe (USA); S. Borg (Swe) 6-2, 6-7, 6-3, J. McEnroe (USA); T. Borg (Swe) 6-2, 6-7, 6-3, J. McEnroe (USA); U. Borg (Swe) 6-2, 6-7, 6-3, J. McEnroe (USA); V. Borg (Swe) 6-2, 6-7, 6-3, J. McEnroe (USA); W. Borg (Swe) 6-2, 6-7, 6-3, J. McEnroe (USA); X. Borg (Swe) 6-2, 6-7, 6-3, J. McEnroe (USA); Y. Borg (Swe) 6-2, 6-7, 6-3, J. McEnroe (USA); Z. Borg (Swe) 6-2, 6-7, 6-3, J. McEnroe (USA); AA. Borg (Swe) 6-2, 6-7, 6-3, J. McEnroe (USA); AB. Borg (Swe) 6-2, 6-7, 6-3, J. McEnroe (USA); AC. Borg (Swe) 6-2, 6-7, 6-3, J. McEnroe (USA); AD. Borg (Swe) 6-2, 6-7, 6-3, J. McEnroe (USA); AE. Borg (Swe) 6-2, 6-7, 6-3, J. McEnroe (USA); AF. Borg (Swe) 6-2, 6-7, 6-3, J. McEnroe (USA); AG. Borg (Swe) 6-2, 6-7, 6-3, J. McEnroe (USA); AH. Borg (Swe) 6-2, 6-7, 6-3, J. McEnroe (USA); AI. Borg (Swe) 6-2, 6-7, 6-3, J. McEnroe (USA); AJ. Borg (Swe) 6-2, 6-7, 6-3, J. McEnroe (USA); AK. Borg (Swe) 6-2, 6-7, 6-3, J. McEnroe (USA); AL. Borg (Swe) 6-2, 6-7, 6-3, J. McEnroe (USA); AM. Borg (Swe) 6-2, 6-7, 6-3, J. McEnroe (USA); AN. Borg (Swe) 6-2, 6-7, 6-3, J. McEnroe (USA); AO. Borg (Swe) 6-2, 6-7, 6-3, J. McEnroe (USA); AP. Borg (Swe) 6-2, 6-7, 6-3, J. McEnroe (USA); AQ. Borg (Swe) 6-2, 6-7, 6-3, J. McEnroe (USA); AR. Borg (Swe) 6-2, 6-7, 6-3, J. McEnroe (USA); AS. Borg (Swe) 6-2, 6-7, 6-3, J. McEnroe (USA); AT. Borg (Swe) 6-2, 6-7, 6-3, J. McEnroe (USA); AU. Borg (Swe) 6-2, 6-7, 6-3, J. McEnroe (USA); AV. Borg (Swe) 6-2, 6-7, 6-3, J. McEnroe (USA); AW. Borg (Swe) 6-2, 6-7, 6-3, J. McEnroe (USA); AX. Borg (Swe) 6-2, 6-7, 6-3, J. McEnroe (USA); AY. Borg (Swe) 6-2, 6-7, 6-3, J. McEnroe (USA); AZ. Borg (Swe) 6-2, 6-7, 6-3, J. McEnroe (USA); BA. Borg (Swe) 6-2, 6-7, 6-3, J. McEnroe (USA); BB. Borg (Swe) 6-2, 6-7, 6-3, J. McEnroe (USA); BC. Borg (Swe) 6-2, 6-7, 6-3, J. McEnroe (USA); BD. Borg (Swe) 6-2, 6-7, 6-3, J. McEnroe (USA); BE. Borg (Swe) 6-2, 6-7, 6-3, J. McEnroe (USA); BF. Borg (Swe) 6-2, 6-7, 6-3, J. McEnroe (USA); BG. Borg (Swe) 6-2, 6-7, 6-3, J. McEnroe (USA); BH. Borg (Swe) 6-2, 6-7, 6-3, J. McEnroe (USA); BI. Borg (Swe) 6-2, 6-7, 6-3, J. McEnroe (USA); BJ. 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AC Milan president predicts football's future

Berlusconi calls for start of European league

BY PETER ROBINSON

THE days of the European Cup, perhaps the football world's most prestigious club competition, may be numbered: so too, perhaps, may those of the European championships and possibly even the World Cup as the continent's biggest, richest and most powerful clubs establish their own elite European league.

In a vision that makes English moves towards a Premier League look insignificant in comparison, Silvio Berlusconi, the president of AC Milan, yesterday predicted that Europe would abandon its traditional cup competitions and replace them with a league featuring clubs such as his own, Real Madrid and Barcelona. It is a dream that has every chance of being realised.

Berlusconi is more than simply the power behind one of the richest clubs in the world. He is also one of Europe's wealthiest media magnates with newspapers and a television station included in his empire — and it is his involvement with television that gives his opinion such weight. Money will eventually dictate whether a European league comes into being and money comes from television. Pressure from richer clubs and from television helped influence the introduction this season of the European Cup's round-robin semi-final stage, guaranteeing more

matches and thus more income for the last eight clubs in the competition. Yesterday, however, Berlusconi called for a far more radical change.

"The European cups, as they exist now, are an anachronism," he said. "Teams which have spent very heavily on reinforcements run the risk of being eliminated immediately." And, after welcoming the new round-robin format for the European Cup, he added: "It is a step forward, but just a transition. The objective remains a championship to run throughout the season."

Such a championship would involve his own club, which he has brought from the brink of financial collapse six years ago to a position unrivalled by almost any in Europe in terms of success or

prestige, and others included regardless of national boundaries or affiliation. Indeed, international football would be relegated below any European league.

"I believe national sides are the great contradiction in modern football and will become steadily less important," he said. "The economic and sporting interests of the club will prevail, which is how it should be." Where that leaves the World Cup, Berlusconi did not say.

He is already planning for his intended future. Milan are engaged in a determined attempt to annex as many of the world's best players as possible in time for next season, with Jean-Pierre Papin, the Marseille and France forward, a likely addition to a glittering squad. Dejan Savicevic, the exciting Yugoslav midfielder, has already been signed by Milan and will leave Red Star Belgrade bound for Italy in the summer. The result of such assiduous team-building will, Berlusconi hopes, be a 25-man squad capable of playing 80 matches a season.

International football will presumably take a back seat already, for example, a row has blown up this week because Italy was forced to postpone an international with The Netherlands after pressure from Milan, who would have had to release players for each side.



Berlusconi: vision

Scottish referee under fire

BY RODDY FORSYTH

IN THE aftermath of Rangers' memorable 1-0 victory over Celtic in Tuesday's Scottish Cup semi-final at Hampden Park, the performance of the referee, Andrew Waddell, has become the focus for much comment.

Waddell dismissed Robertson, the Rangers defender, after only six minutes of play for a body check on Miller, and he brushed aside vehement Celtic claims for a penalty kick when Brown tripped Collins midway through the second half.

While both sides have necessarily been reticent in public, it is safe to say that Waddell's stock has risen in neither camp. He was the official who sent off Hateley, Hurlock and Walters, of Rangers, along with Grant, of Celtic, in the quarter-finals of the cup on St Patrick's Day last year, and last Saturday he

cautioned ten players at MacDiarmid Park, where Rangers beat St Johnstone 2-1.

There was incredulity when Robertson was sent off after his first tackle on Tuesday night. Alan Hansen, the former Liverpool defender, who was a radio commentator, said: "I simply could not get over the fact that the referee showed Robertson the red card. It was needless and he put himself under pressure for the rest of the game."

"He booked Mowbray for an innocuous foul on McCole, yet he let Gordon off with a warning after a deliberate trip on Boyd which completely stopped a Celtic counter-attack at a point when Rangers were caught going forward. Celtic obviously felt that they were denied a penalty because the referee wasn't going to take another controversial decision against Rangers."

Robertson's dismissal forced his team-mates to apply themselves remorselessly. Their reward was McCole's goal on the stroke of half-time, which took his season total to 30, the highest League tally in Europe.

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Making his mark: Stars & Stripes, front, skipped by Dennis Conner, rounds the first turn ahead of Bill Koch's yacht, America³, during the defender trials of the America's Cup off San Diego on Tuesday. Conner won by 45 seconds. Report, page 32

Ice hockey closure near as players reject offer

Toronto: National Hockey League players were on the brink of striking yesterday following an overwhelming vote to reject the owners' latest contract offer. Returns from 20 of the 22 teams showed the players had supported the recommendation of their union chief, Bob Goodenow, that they reject the owners' proposal.

According to the Toronto Star, the Toronto Maple Leafs, Montreal Canadiens and Edmonton Oilers all voted unanimously to reject the proposal. The St Louis Blues had also voted unanimously to turn down the proposal, according to the St Louis Post-Dispatch. The New York Times reported that the New York Islanders turned down the proposal by a 19-2 margin.

Several teams cleaned out

their dressing-room stalls on Tuesday night after their vote was taken. "We can't accept this offer," the Vancouver Canucks captain, Trevor Linden, said on Tuesday after a team meeting in which players conducted a secret ballot on the owners' final offer.

Before voting, the Canucks, like the others, watched a 30-minute video presentation from Goodenow, executive director of the association. The process was repeated throughout the NHL. The players were asked to put an "X" on a ballot that read: "I accept/reject the owners' proposal."

If the players reject the offer, only a last-minute reprieve could stop them from striking. "My gut feeling is that, unless something dramatic happens, I can't see it," Linden said of playing a scheduled game tonight against the Calgary Flames.

There were three games hanging in the balance last night: the New York Islanders at Toronto, Washington at New Jersey and Winnipeg at San Jose. Also at risk are the play-offs, scheduled to begin on April 8.

The players want a more liberal policy on free agency, a less-extensive entry draft for amateurs and improved arbitration procedures.

The revenue from the issue of hockey cards has also become an issue. Approximately \$16 million is at stake in the licensing procedure. Union representatives for each of the 22 teams were issued credit cards in March to pay for flights home for players caught on the road at the onset of a strike.

Duke calls for a restructuring in British sport

BY JOHN GOODBODY

THE Duke of Edinburgh yesterday joined the critics of the structure of British sport when giving his presidential address to the annual meeting of the Central Council of Physical Recreation (CCPR).

The duke has often intervened in sports politics, something which his daughter, the Princess Royal, who succeeded him as president of the International Equestrian Federation, has continued.

Twenty years ago, when the Sports Council was set up by royal charter, the duke led the campaign to save the CCPR, which represents the national governing bodies, from abolishing itself, arguing that there was still a need for an independent voice.

Yesterday, he said the existing structure was "fairly confused and fairly unsatisfactory". He was worried about the newly established British Sports Forum. This body is supposed to represent the non-government bodies, such as the British Olympic Association and the Commonwealth Games Council for England, although the Commonwealth Games Council for England has declined to join.

Prince Philip said he was yet to be convinced that adding a further semi-representative body to the already long list would make things any easier. "I'm not sure that this multiple representation fits very comfortably with the principal of democratic participation in decision-making," he said. This is a

problem that should have been addressed by Robert Atkins, the minister for sport, in his review published last December. However, he added another body to the existing chaos of administration.

The duke proposed that Britain needed some form of integrated federation of the whole spectrum of voluntary sports bodies. He said: "I'm sure that such a comprehensive body could incorporate all the essential parts into a federated whole, it has been achieved in other countries with great success and I think it would work here."

"Some, and I include the CCPR in this group, would undoubtedly have to change shape to fit into this structure, although I am convinced that there will always be a need for a voluntary association of British governing bodies."

The prince admitted that he might be "utopian" and had not made sufficient allowance for human nature. One of the central problems, as the duke pointed out in the discussion following an address by Eileen Grey, who chairs the British Sports Forum, is that sport in the United Kingdom is divided between British governing bodies and organisations for the individual nations, and some have both.

The move towards devolution in many countries is being reflected by similar feelings in the United Kingdom. The next government may well settle how far this will go.

Barcelona stumble to defeat

BARCELONA, needing a point to qualify for the final of the European Cup, failed to secure their place at Wembley on May 20 after losing 1-0 in their semi-final round-robin group A tie at Sparta Prague yesterday.

A second-half goal by Horst Siegl, in the 66th minute, kept the Czechs' hopes of reaching the final alive before more than 27,000 supporters in the Letna stadium.

In a UEFA Cup semi-final in Genoa, a late goal from Aron Winter, the Ajax midfielder, gave the Dutch side a 3-2 win after a thrilling first leg.

In the 88th minute, Winter

calmly chipped over Simon Braglia as the Genoa goalkeeper advanced to block his run after Bergkamp's through-ball had sent him clear of the home defence.

Ajax lost a two-goal lead as the Italian's mounted a spirited revival late in the game, inspired by Carlos Aguilera. The Uruguayan forward scored in the 73rd and 80th minutes to take his tally in this season's competition to eight goals.

Stefan Pettersson, the Swedish forward, headed Ajax ahead after only 45 seconds, and Bryan Roy, the winger, doubled the lead on the hour after Winter's close

range effort had been scrambled off the goal-line.

Everton will mark the centenary of their Goodison Park ground with a match against the German club, Borussia Mönchengladbach, on August 8.

PAOK Salonika beat Doxa Drama 4-0 in the second leg of the Greek cup quarter-finals, to win 4-2 on aggregate.

AEK Athens, who were held to a goalless draw at home in the first leg, beat OFI 2-1 in Crete, and Atromitos beat Mithras 3-0 by the same margin and aggregate.

More football, page 33

Old blues' test for Boat Race crews

BY MIKE ROSEWELL, ROWING CORRESPONDENT

BOTH Oxford and Cambridge beat their old blues crews yesterday. The wins were morale-boosters for both Boat Race crews since the "old boys" facing them were of high quality.

Oxford's rivals included Matthew Pinsent and four other members of the Great Britain squad, but in a three-minute row from Chiswick Eyo, Oxford, admittedly on the favoured Surrey station, went off at 41 to the old blues' 36-and-a-half and held a two-thirds-of-a-length lead after a minute. They stretched this to just over a length by the finish, Elizabeth Chick contributing good coxing against her 1991 predecessor, Neil Chugani.

Cambridge, after a warm-up that was hindered by wash from the Oxford launch, raced a three-minute piece from Harrods. Four GB squad men were among their old boys, but Cambridge

moved steadily away from them to win by one-and-a-half lengths.

The crews were under rather less pressure in their morning sessions in preparation for the race on Saturday. Oxford were joined by a dragon boat, with a former Cambridge cox, Lisa Ross Magenty, in charge of the timing drum. The exercise proved that 16 paddlers, striking 66 strokes a minute, are no match for eight rowers striking eight.

Cambridge's quite morning on a low tide finished with two stake-boat starts. Both crews will be occupied this lunchtime in separate start rehearsals with the umpire, Roger Stephens, who rowed for Cambridge in 1981 and 1982. He has arranged for the river to be closed between 12.30pm and 1.30pm: two stake boats will be fixed so that Saturday's conditions can be accurately anticipated.

Council plan is to go for expansion

BY KEITH MACKLIN

PLANS to revert to two divisions of 16 clubs each received scant support at yesterday's meeting of the Rugby League Council, and three divisions seem certain to be in force next season.

The proposals were passed on by the board of directors at the request of the first division clubs plus Leigh, Sheffield Eagles and Oldham, of the second division. However, there was little support from the remaining clubs, and it seems that the four bottom clubs in division three, who would have been thrown out of the league under the scheme, are now safe.

David Howes, the League's public affairs executive, said that the council's declared aim was not to reduce the number of clubs but to expand, with a view to eventually having three divisions of 14 clubs each.

Fitter Nicklaus strives for third consecutive win

FROM PATRICIA DAVIES IN DESERT MOUNTAIN, PHOENIX

JACK Nicklaus was scheduled to start his defence of the Tradition at Desert Mountain today, a prelude to what he hoped would be a viable challenge for the Masters next week.

Nicklaus made no impact in his three starts on the regular tour this season, missing two cuts and finishing equal 29th at the Honda Classic, but the Tradition is different. He is aiming for his third consecutive victory in the event. Last year he came from 12 shots behind after two rounds, something he had never done before.

This year? "My game's fair," Nicklaus said, "but not really good. I need this week to play. I need the work and a bit more golf."

Nicklaus has spent the last few months working hard on his 52-year-old body, to try to counter a tendency to throw in a bad last round when in contention. "That can come

from being fatigued," he said. "If you haven't got the strength and endurance you can lose concentration. I wanted to make myself a better athlete, to be able to compete. Also, part of the reason for the strength programme was that I didn't want the Masters to be the only major I

felt I could win. There's no real rough at Augusta but I should be strong enough to get out of the rough at the US Open or the PGA Championship."

Nicklaus has increased his chest size by about two-and-a-half inches, his waist measures an inch less but his weight has remained the same. It was, apparently, hard to tell if he was hitting the ball further because he scarcely knew which club he was using.

Nicklaus and MacGregor, his equipment company, recently went their separate ways and clubs have been raining in on him. "I'm talking to ten or 15 different manufacturers and I don't have enough practice balls to match all the clubs I've got," he said.

Norman's aim, page 33



Nicklaus: programmed

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Size of majority			
CONSERVATIVE	Overall Majority in seats	LABOUR	
15/1	1-8	6/1	
20/1	7-13	7/1	
25/1	13-18	8/1	
33/1	19-24	10/1	
40/1	25-30	10/1	
50/1	31-36	12/1	
66/1	37-42	16/1	
75/1	43-48	20/1	
100/1	49-54	25/1	
500/1	103 and over	100/1	
NO OVERALL MAJORITY: 11/10			

To win most seats
2/7 LABOUR 5/2 CONSERVATIVE
400/1 LIBERAL DEMOCRATS

To gain an overall majority
4/5 LABOUR 8/1 CONSERVATIVE

No. of Liberal Democrats Seats			
0 500/1	16-20 5/2	36-40 25/1	
1-5 50/1	21-25 9/4	41-45 33/1	
6-10 10/1	26-30 5/2	46-50 50/1	
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